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Brussels seeks 30% more funds

Britain to fight Delors plans for EC budget

BY GEORGE BROCK AND ROBIN OAKLEY

THE European Community budget needs to grow by 30 per cent over the next five years, Jacques Delors said yesterday, triggering a dispute between Brussels and member states that will continue all year.

The president of the European Commission was presenting a draft budget unanimously agreed by the Community's executive commission to the European parliament.

He said the proposals to increase the Community's budget by £14 billion to £46.6 billion by 1997 were the logical outcome of the terms

agreed by the EC leaders in the Maastricht treaty on political and economic union in December. M. Delors said that 12 states had "plotted the future course of a new Community", which includes allocating more of the budget to the EC's poorer members.

He said the EC was committed to reviewing Britain's contribution rebate, which Margaret Thatcher wrested from the Commission after a bitter dispute in 1984. He underlined, however, that a report on the rebate would not be released until after the British general election to avoid embarrassing John Major's government. Under the special deal agreed with Mrs Thatcher, Britain won a rebate of £1.44 billion, reducing its net contribution to £2.11 billion.

Government ministers made clear yesterday that Britain would fight plans to increase its EC contribution by up to £1 billion a year by 1997. Downing Street dismissed the proposal as an opening bid and said that Mr Major saw no need for any increase.

Douglas Hurd, the foreign secretary, criticised M. Delors for what he called "interventionist" industrial proposals that were not justified by the Maastricht treaty and for proposing an increase in agriculture spending which Britain wanted to see cut. Chris Patten, the Conservative party chairman, said: "Mr Delors and others know very well that we have our own national agenda and our own national interests in the EC and will battle for them and will fight for them firmly and courageously, as John Major did so successfully at Maastricht."

M. Delors said yesterday that the Commission was not seeking to challenge Britain's special rebate for the moment and he had not given it "five minutes of my personal thinking time". He said at a press conference, however, that the "British problem" would have to be tackled after the general election. "We absolutely must decide about the reimbursement paid out for the UK," he said.

Tristan Gledhill, a Foreign Office junior minister, pointed out that the rebate arrangement was an integral

part of EC legislation and was not time-limited. Since it was subject to the unanimity rule, it could not be changed without Britain's agreement.

M. Delors is arguing that the EC needs more money to help poorer countries such as Greece, Portugal, Spain and Ireland, to assist emerging democracies in Eastern Europe and to develop the Community's social programme. Britain says that although it agreed to the setting up of a new cohesion fund for the poorer countries, it did not agree to provide extra resources. Senior government sources said yesterday: "We agreed to a new fund, not to new money."

EC officials have suggested that since other states beside Britain and Germany will now probably become permanent net contributors to Brussels, other governments may fight for the abolition of the British concession. Most observers in Strasbourg yesterday predicted that the British rebate would survive.

Worse disputes are likely to emerge over the size of the EC's budget. The Commission suggested that the Community would need £61.25 billion by 1997. The figures suggest that spending on the common agricultural policy would rise between this year and 1997 from £24.71 billion to £27.72 billion.

Glyn Ford, leader of the Labour party MEPs, said that any new EC spending should come from savings made on the agricultural policy. "No new sources of revenue should be discussed at this stage," he said. Farm ministers have been making slow progress on proposals to reform the policy, which will raise the cost of supporting farmers for at least several years.

Surveying the EC's progress towards completing the single market by the end of this year, M. Delors warned Britain not to challenge the Community by retaining frontier barriers. "It would be wholly unacceptable if checks, however temporary, by certain members states were to perpetuate internal frontiers," he said.

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Jobless likely to show 50,000 rise in month

By NICHOLAS WOOD, POLITICAL CORRESPONDENT

MINISTERS were bracing themselves last night for a big jump in today's monthly jobless figures after the announcement of 2,350 job losses at British Aerospace and another gloomy CBI economic survey.

One senior Treasury source spoke of a "pretty tough" set of figures for January, suggesting that unemployment may have risen by around 50,000 last month against an average of 30,000 a month in the last quarter of last year. A cabinet minister privately described the recession as a "nightmare" and said it was a "miracle" the government was doing so well in the opinion polls against such an

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Rare disease kills by keeping victims awake

By THOMSON PRENTICE MEDICAL CORRESPONDENT

SEVEN members of the same family have been killed by lack of sleep caused by a bizarre hereditary disease, a report in a medical journal says today. The disorder, fatal familial insomnia, has haunted the family in northern Italy for six generations and now affects 29 relatives.

Doctors have traced the illness back from victims of the past few years to their forebears of the early 19th century, through detailed records kept by the family. A similar disease has been identified in a handful of other families in France, Finland and America, where the sufferers were of Dutch, Hungarian and

Romanian ancestry, and may be more common than previously suspected.

The researchers believe a rogue protein gene in the brain causes the condition, which may be a distant relative of neurological disorders such as "mad cow disease" in cattle, scrapie in sheep, and the rare Creutzfeldt-Jakob disease in humans.

According to the report, in today's issue of *The New England Journal of Medicine*, sufferers of fatal familial insomnia are struck, usually in middle age, by symptoms that begin with sleeplessness and end about a year later with both body and mind in a state of chaos.

Lack of sleep becomes progressive

and unrelenting, leading to loss of memory, wretched nightmares of enacted dreams and hallucinations, accompanied by irregular heart beat, raised body temperature and profuse sweating. Eventually the patient falls into a stupor and fatal coma.

A team of neurologists, pathologists and psychiatrists in Bologna, Paris, New York, and Cleveland, Ohio, has characterised the disease from observations of patients and post-mortem examinations of brain tissue. The pathological evidence suggests that the illness is due to a prion, a genetic mutation of a protein found in the brain. Prions are poorly understood by scientists, but are believed to be similar in some ways to slow-acting, transmissible viruses.

"The finding that fatal familial insomnia is a prion disease widens the spectrum of these disorders and supports the contention that they are more common than previously suspected," Rosella Medori and colleagues say in the journal.

Their view is supported by a footnote in the journal which says that since the study was submitted, four more families of European origin have been identified with the same gene mutation, and symptoms of Creutzfeldt-Jacob disease. Fatal familial insomnia was first described by some of the team in Bologna six years ago, when they reported it in two members of the Italian family. The evidence suggests that one in ten members has been affected.

Prince told to avoid touch of holistic doctor

By ALAN HAMILTON

ALL that Hakeem Abdul Hameed, Delhi practitioner of the Unani school of holistic medicine, aged 85, wanted to do was to take the pulse of the Prince of Wales.

Dr Hameed enjoys a permanently full surgery, treating his patients with nothing more deadly than touch and intuition. But officials and detectives accompanying the Prince and Princess of Wales on their six-day tour of India would have none of it.

The Prince was about to proffer his arm when Superintendent Colin Trimming, his protection officer, whiskered something to him. His arm was quickly withdrawn. The only contact between doctor and royal visitor was a rather formal handshake insufficient to permit even the briefest diagnosis.

"I'm sure there was no need to take my pulse," the prince told the doctor as he left. "You can tell I am well just by looking at me."

The problem, apparently, was the presence in the surgery of representatives of the British tabloid press, who were unceremoniously bundled out lest they make yet more unseemly capital out of the prince's long-standing interest in complementary medicine. "How would you like it if this was your doctor's surgery?" Superintendent Trimming was heard to bark at the protesting pressmen, who had expected to be allowed to hear and see the prince discuss Dr Hameed's methods, which are based on ancient Greek holistic principles.

Although he preserved a facade of diplomatic politeness, the prince is bound to have been disappointed at the failure of the encounter. His interest in complementary medicine goes back to at least 1984, when he addressed the British Medical Association and urged it to be more sympathetic towards such disciplines as homeopathy, osteopathy and acupuncture.

The Osho Commune International, a noted sect, announced yesterday that Mohan Chandra Rajneesh, its founder, had had the wit be-

fore his death to hail the prince as "the pioneer of the new man". The implied message was that the prince should continue his interest in meditation and non-Western thought regardless of any scorn heaped on him.

"Prince Charles is moving on absolutely the right lines," Ma Yoga Neelam, spokesman for the movement, said in Delhi. "He needs encouragement from every nook and corner because England will not support his views. But Prince Charles should continue his meditations in the deserts, in deep forests and the mountains. Let the whole world call him mad, but the new man will accept him as a pioneer," the yoga said, quoting the words of the movement's founder.

The prince and his party made no official response to the sect's unqualified admiration. Their silence may have something to do with the provenance of the late Rajneesh and his followers, who preach the gospel of celibacy being a crime against nature. Rajneesh, known in his time as "the sex guru", set up his ashram in the 1970s in Poona, in the Indian state of Maharashtra. He subsequently moved to the American state of Oregon, where he established a commune and at one time owned 100 Rolls-Royces, 94 more than the Queen, before being deported back to India for arranging sham marriages.

The holy man eventually died of a heart attack two years ago, from which no holistic medicine could save him. His encouragement of free sex among his followers was rapidly curtailed by the arrival of Aids, about which the guru developed a phobia. Visitors to his ashram today are required to produce medical evidence, preferably of a cast-iron mainstream Western kind, that they are unsullied by the scourge.

Sadly, the praise heaped by the Indians on the great-grandson of their first empress appears to have had minimal effect. It has not gone unnoticed that he let his wife go alone to the Taj Mahal, the world's foremost monument to a love affair. Advisers appear again to have got in the way.

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TODAY IN THE TIMES

SAINTS AND A SINNER



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TRIAL AND TRIBULATION



Roger Seelig gets away from it all
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WINNERS AND LOSERS



We all love Frank, but can others bear racism in sport?
Life & Times
Page 6

Solicitors barrack Mackay over fixed-fees scheme

By FRANCES GIBB, LEGAL CORRESPONDENT

THE Lord Chancellor faced jeers and hisses from among 2,000 angry solicitors yesterday when he made clear he was determined to press ahead with a scheme of fixed fees in magistrates' courts "as quickly as possible".

At the biggest mass protest rally in the history of the English legal profession, Lord Mackay of Clashfern was barracked by the normally sedate lawyers when he said his proposals were right in principle. To derisive laughter and the odd shout of "rubbish" he added that the proposals, which will replace payment by hourly rates, would safeguard the interests of the taxpayer and benefit the profession through speedier payments and reduced administrative costs.

He was prepared to consider all points put to him and nobody could accuse him "of rushing this reform through", Lord Mackay said. "I want to be as fair as possible. But I regard the introduction of standard [fixed] fees as right in principle."

However, in what solicitors

saw as a significant preparation for a possible retreat, Lord Mackay said he had appointed outside consultants to help to assess the basis for his proposals; and that he would seek advice on whether he could improve the structure of the scheme while keeping its basic principles.

A record number of legal aid lawyers had come from throughout England and Wales to Westminster Central

Hall to hear Lord Mackay explain the thinking behind his fixed-fees scheme. It was the biggest confrontation between the Lord Chancellor and lawyers since his proposals three years ago to reform the profession. The mood yesterday was far less polite.

Lord Mackay's speech, in which he told solicitors there was no pot of gold for legal aid, is certain to have hardened the resolve among many practitioners to withdraw from duty rota schemes in police stations and courts, in spite of his appeal that they should "think very carefully" before such a withdrawal.

The Lord Chancellor said such action would hit members of the public "at their most vulnerable in police stations" and if successful, he added, it could "lead to the very miscarriages of justice which we all wish to avoid".

His mood was unyielding and combative. To laughter he told solicitors that his re-

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EDDY SHAL



RING OF RED ROSES

IT'S ENOUGH TO START A REVOLUTION

A CORGI PAPERBACK



On tour: the Prince of Wales visiting an holistic clinic in India yesterday

How a prince promotes treatment for the whole man

THE Prince of Wales has been an enthusiastic supporter of unorthodox medical practice for at least ten years, as an observer and, occasionally, as a patient.

The prince's views first became apparent in a speech to the British Medical Association in 1982, when he called for closer links between mainstream and complementary medicine.

As a direct result of his remarks, the association set up a scientific investigation into alternative therapies. It found that although it was impossible scientifically to prove their value, they had something to offer patients who felt that conventional medicine was inadequate. That rather lukewarm conclusion nevertheless served to win more public support for unconventional medicine.

Patrick Pieroni, founder member of the British Holistic Medicine Association, said of the prince's speech: "It is

The Prince of Wales, who yesterday saw an holistic practitioner at work in India, has given alternative therapies valuable support. Thomson Prentice writes

difficult now to imagine the effect of his words on a medical profession that viewed alternative medicine with a scepticism amounting to scorn.

Without doubt, the prince's views, and his comments since, have increased the respectability and popularity of complementary therapies. Last December, launching a report that called for osteopathy to be regulated by statute, the prince said: "If medicine had not been regulated in the last century, I would have been seen as something of a royal quack — which some people think I am already."

Osteopathy is the manipulating of the musculo-skeletal system to relieve pain, especially in the back. The

prince's back pain was eased with the help of Sarah Key, an Australian physiotherapist and osteopath, and he paid tribute to the therapy in a foreword to her 1990 book, *Back In Action*.

"Of course," the prince wrote, "there will always be people who disapprove when collective conventional thinking is challenged... but there must surely be a place for common sense and a 'natural' non-invasive approach."

The prince's biggest contribution to the debate on the relative values of orthodox and complementary practices was a speech to the Royal College of Psychiatrists, of which he was then president, at its conference in Brighton last July. He called for a return to

spiritual values to help to heal casualties of what he saw as an uncaring society.

Treatments of mental and physical illnesses were spiritual tasks, not merely means for medical repair, the prince said. Psychiatrists should resort less often to the "chemical cost" of drugs.

"We are not just machines... Should we not be asking ourselves where scientific materialism has been leading us, and what kind of society it has been creating?" the prince said. "For the materialist, enlightened self-interest would lead us to see illness as of no value, and with no meaning; whereas someone with a religious view will need to think of it in a much larger frame."

The prince told the conference: "The most urgent need for Western man is to rediscover that divine element in his being, without which there can never be hope or meaning to our existence. We are in danger of cutting ourselves off in

a world that recognises only mind and body. When, as is too often the case, there seem to be no beliefs but simply a spiritual vacuum, there are no foundations on which to build an acceptance of our own weakness, respect for the unique worth of others, and a reconciliation between those classed as mentally ill and society."

Back in 1982, the prince told the BMA: "Today's unorthodoxy is probably tomorrow's convention."

To some extent, at least, he has been proved right. The Bristol Cancer Help Centre, which he opened, flourished, giving cancer patients unorthodox treatment and emotional support. From its work grew an appreciation by some specialists that a "whole body" approach could be incorporated in therapies in health service hospitals.

Prince's visit, page 1

Police demand ID cards for all if EC border controls go

By SHEILA GUNN, POLITICAL CORRESPONDENT

THE only way to stop a flood of illegal immigrants, if EC border controls are relaxed, is for every British citizen to carry an identity card, a team of top police officers said yesterday.

They also demanded vast new powers to stop and search suspects in exchange for the removal of the British system of frontier controls.

Britain faces the threat of EC court action unless checks on travellers entering the country from other EC member states are lifted by next year.

The chief constables and police representatives told the Commons home affairs committee yesterday that such a relaxation of checks left Britain open to an influx of economic migrants, as was occurring in Germany, France and Spain, many of whom would be driven in

desperation to crime. Although they had originally been sceptical about a mandatory ID card system, they had changed their minds and no longer believed the public would oppose it.

The chief constables, Ron Hadfield of West Midlands, James Sharples of Merseyside, and John Evans of Devon and Cornwall, with David Hayward of the Police Federation and Peter Wall, secretary of the Superintendents' Association, said they were now united in supporting a mandatory system.

Mr Hadfield said: "We would support a mandatory ID card as a compensatory measure in the relaxing of border controls. It would be vital to have a card."

Questioned on his change of attitude he added: "We saw more problems in the word 'mandatory' than in the bene-

fits of an identity card. We are now persuaded that the majority of people would conform, even on a mandatory basis." He believed many people would question the control of illegal immigration if they no longer saw controls at ports.

Mr Evans said the police also needed an ID card because of the massive rise in crime in recent years. A mandatory card would give the police "another weapon".

In written evidence, the police chiefs said that the rapid changes in eastern Europe had intensified problems of illegal immigration into the Community from economic migrants "many of whom live by crime". Mr Hadfield said: "By definition, the illegal immigrant is prevented from obtaining any of the welfare services and therefore he stands to be potentially penniless."

The police officers also called for a Euro-warrant to enable a fugitive from abroad to be brought to justice in Britain without going through the complex extradition proceedings.

They also recommended an amendment to the Prevention of Terrorism Act to overcome the condition that police must have reasonable grounds to suspect that an offence has been committed; stronger controls on airports and ports to vet passengers; the power to demand to see passports; powers for the British police to check continental driving records; and substantial increases in police manpower if the immigration service was reduced.

The immigration service union said later that it was essential for Britain to maintain its present system of internal controls to meet the pressure of immigration.

Students protest over cuts in funding

By MATTHEW D'ANCONA, EDUCATION REPORTER

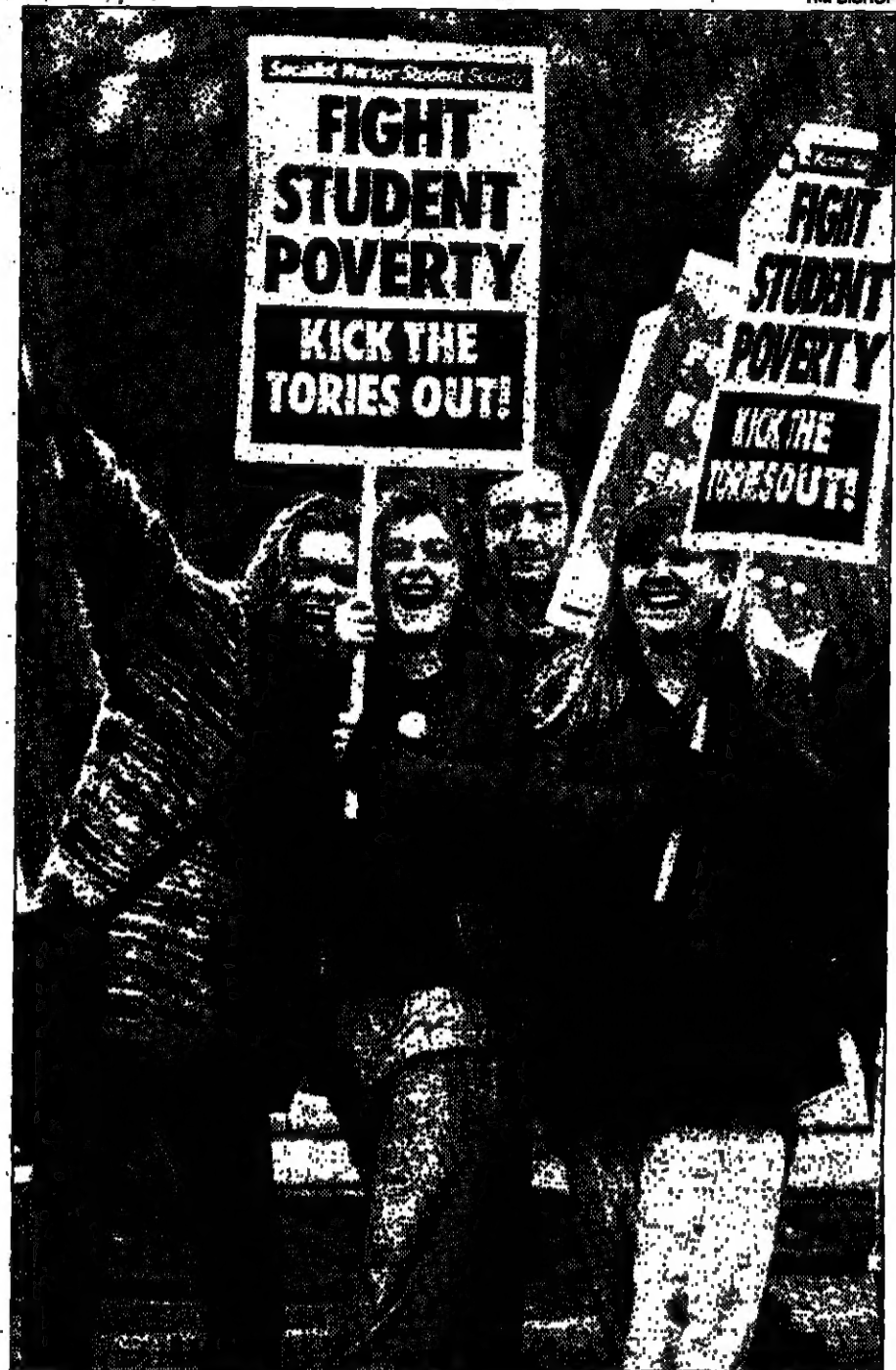
THOUSANDS of students marched through London yesterday in protest against government cuts, after 24-hour sit-ins at colleges in the capital.

Stephen Twigg, president of the National Union of Students, said: "The problem is a two-edged sword — the funding of higher education and the funding of student support. Students outside London have £54 a week to pay for their books, food, and rent, not to mention travel."

"What we're seeking in particular is the reinstatement of benefit rights." Many students were more than £1,000 in debt, borrowing from banks or their families to make ends meet.

Angela Crum Ewing, president of the Association of University Teachers, said some students could not afford to go on field courses during vacations because of the need to earn money. "Students were sleeping rough last summer. Mature students with children are better off if they are unemployed than on student grants. Part-time students are not eligible for grants, or loans. How can we have a better educated society if we expect students to be taught more and more cheaply and to live below the poverty line?"

The Polytechnic of North London encouraged its students to join the march, attended by an estimated 20,000 people, saying it would focus attention on the shortcomings of government policy. The University of Kent at Canterbury said it supported the students' aims and joined them in urging the government to bear cost of higher education. Conservative students condemned the march as a desperate bid



Pleading poverty: students at the demonstration in London yesterday.

to discredit the government in the run-up to the election. Rob Marven, national director of Conservative Students, said: "The student loans scheme has increased the financial support available to students by 30 per cent. The proportion of 18-

year-olds in higher education has risen from one in eight in 1979 to one in four now. With loans, there are 87,000 more higher education students this year."

More women than men applied to universities and colleges last year for the first time since the Universities Central Council on Admissions began compiling its annual report. The 29th report says that 118,231 women applied in 1991, compared to 117,880 men, though 5,500 more men won places than women.

Britons pay dear for peak rate calls

FROM TOM WALKER IN BRUSSELS

A SURVEY of telephone costs in the EC has disclosed that peak rate local calls can be almost 14 times as expensive in Britain as in other member states. But Britain, which with Mercury and BT is the only EC country with competition in the sector, comes out relatively well for long distance and international calls.

The survey, compiled by the Brussels-based European Consumers' Union, describes the rates charged by Mercury for peak-rate local calls as staggering. Comparing tariffs, the survey prices a five-minute local call in The Netherlands at 0.06 ECU (just over 4p), and in Britain, on Mercury, at 0.82 ECUs (just over 58p). The union blames the discrepancy on Mercury's targeting of the business market; the company is much more competitive on long-distance and international calls.

The second most expensive peak rate local call charges in the Community are set by BT, which charges 0.36 ECUs (just over 25p) for a five-minute call, six times the rate in The Netherlands. International calls are most expensive in Spain and Ireland. The best value is found in Germany, and in Britain, using Mercury.

The cheapest country in which to get a telephone installed is Germany, at 32 ECUs (£22.72) while the most expensive is Denmark, at 216 ECUs (£153.36). In Britain the charge is 187 ECUs (£132.77). But the Consum-

ers' Union recommends in its report that customers should not be charged for telephone installation as these charges combined make up only a tiny percentage of telephone companies' revenues.

"The consumer in Europe has the right to a telephone line," a spokesman said. "If prices are too high for installation and subscription then poorer people won't have telephones at all."

The union calls for tariff structures which reflect true costs and take account of residential consumers as well as businesses, and itemised billing for all customers who want it (already available in Belgium, Britain, France and Ireland). Independent, binding arbitration in dispute cases should also be introduced (already available in The Netherlands and Britain) and a single telephone card should be able to be used in all member states.

In conclusion, the union notes that it sees no significant improvement for the consumer since its last survey in 1988, with any decrease in the cost of international calls being offset by increases in local call charges.

A spokesman for BT said that the survey exaggerated the cost of local calls in Britain because the size of local call areas varied considerably in the Community. In Britain, local call areas are an average of 2,175sq km; in France (where peak rate local calls work out at 0.10 ECUs (just over 7p) for five minutes, they are 1,170sq km.

THE COST OF A CALL	
Cost of local calls (five minutes)	
UK (Mercury)	157p
UK (BT)	25p
Austria	15p
Switzerland	14p
Denmark	13p
Ireland	11p
Belgium	10p
Germany	8p
France	7p
Spain	6p
Italy	5p
Holland	4p
Cost of long distance calls (five minutes)	
Austria	£1.61
Italy	£1.58
Ireland	£1.55
France	£1.32
Spain	£1.28
Germany	£1.17
UK (BT)	79p
Belgium	79p
Switzerland	67p
UK (Mercury)	66p
Denmark	33p
Holland	31p

Irish rape victim, 14, tests abortion law

By EDWARD GORMAN, IRELAND CORRESPONDENT

THE High Court in Dublin is to decide the fate of a rape victim aged 14 who has been prevented from seeking an abortion by an injunction granted to the Attorney-general last week.

The action, on which the High Court is expected to make a judgment next week, was based on the Irish republic's ban on abortion, written into the constitution after a bitterly-fought campaign and a referendum in 1983. Irish women's groups predict an outcry if the court finds that the girl must have the baby in spite of her claim that it was conceived as a result of rape.

Opponents of the ban say that in 1983 they highlighted such circumstances as a reason for not rigidly enforcing a right-to-life clause. Support-

ers of the abortion ban dismissed them as unlikely ever to happen.

The Attorney-general sought the injunction after being told of the case by the police, who had been asked by the girl's parents for advice on seeking genetic evidence relating to the rapist from the aborted fetus. They were in London for the operation, and although out of the jurisdiction of the Dublin court they returned home when the injunction was granted.

If the High Court finds that the girl must have the baby, she may be able to appeal. More than 5,000 women are believed to travel to Britain every year to have abortions, ensuring that the ban has never before been tested before the courts.

War deaths libel case KGB 'intimidated witnesses'

FROM KERRY GILL IN VILNIUS

A LITHUANIAN priest and a deputy to his country's new parliament yesterday described his horrific experiences while held prisoner for a total of 22 years in Soviet camps before being freed after the personal intervention of President Reagan.

Alfonas Svarinkas, aged 68, was sentenced to three separate periods in jail for a variety of anti-Soviet activities. Called as a surprise witness before the Scottish court sitting in Vilnius to hear a £600,000 defamation action against Scottish Television, he said that 70 per cent of people questioned by the KGB would have been prepared to supply statements incriminating others to save their skins.

Anton Gecas is suing the

television company for its programme *Crimes of War*, made in 1987, which alleged that he took part in the mass slaughter of Jews from June until November 1941 after the Germans invaded the country.

Jonas Aleksynas, aged 78, who gave evidence on Tuesday, implied that declarations against Mr Gecas by witnesses may have been obtained under duress as they were originally made while the Soviet regime still controlled Lithuania.

Father Svarinkas, chaplain to the Lithuanian army, was called to the stand shortly after the second witness, Modestas Migonis, aged 73, had testified. Migonis, who spent 25 years in jail after a death sentence by the Soviet authorities was commuted, had given evidence in 1987 to the Lithuanian authorities incriminating Mr Gecas.

Yesterday Mr Migonis failed to identify Mr Gecas as either giving orders for Jews to be shot during the second world war or having personally shot wounded Jews in Lithuania or Belorussia.

Father Svarinkas told the court: "About 70 per cent of witnesses in the Soviet Union would give evidence of what the KGB needed, to save your jobs, your career, your housing. All depended on it."

Methods used by the KGB to obtain confessions and statements were appalling, Father Svarinkas said. "A person was beaten until he would say what they wanted. I would try to invent a fairytale that would resemble

reality otherwise I would not be able to save myself or other people."

On the second and last day of the hearing before Lord Miligan, Mr Migonis, called by Scottish Television to back its claim that Mr Gecas was a war criminal, did not do so.

Mr Migonis, too ill to travel to Scotland to give his evidence, agreed that he was in the 12th Lithuanian auxiliary police battalion under Mr Gecas but said he could not see what had happened at death pits in which, it was alleged, Jews had been killed and finished off by Mr Gecas.

Asked what he saw happen at the pits Mr Migonis replied: "If I didn't see anything how can I say that I did?" He agreed that shooting took place.

Mr Migonis did identify Mr Gecas, the subject of a wartime photograph in which he was seen wearing a German army uniform and sporting an Iron Cross decoration, but he said that he never saw Mr Gecas shoot people. Asked about being taken by Scottish Television to a forest close to where atrocities were alleged to have taken place, Mr Migonis said he had never been there before.

On Tuesday the first witness said that Mr Gecas had given the order to shoot Jews but admitted that he had been exaggerating when he originally claimed that Mr Gecas, now a naturalised Briton and living in Edinburgh, had shot people.

The hearing will continue in Edinburgh next week.

Police will not be tried over siege killing

Police officers will not be charged over the death of Derek Wallbanks, who was shot dead after a seven-hour siege at a bungalow near Newcastle upon Tyne in October last year, the Crown Prosecution Service said yesterday.

Wallbanks, aged 40, died when police fired five shots as he appeared in a doorway at the home of his girlfriend's mother, brandishing a gun that was found later to be a starting pistol.

Soon after the shooting the Northumbria deputy chief constable, Barry Bancroft, said that officers were forced to return fire after Wallbanks fired a number of shots.

An enquiry by Cumbria police, supervised by the Police Complaints Authority, was aided by a video given to police by Tyne Tees Television, which showed that Wallbanks's finger never moved to the trigger of the pistol as he pointed it towards police officers.

Wallbanks, of Consett, Durham, had been arrested in June last year, 15 days after leaving prison, for allegedly possessing a sawn-off shotgun. He was jailed for 14 years in 1982 for the manslaughter of a cab driver.

Man acquitted

William McKane, aged 24, a bricklayer from north London, was cleared by the Central Criminal Court yesterday of conspiring with Nessel Quinnivan and Pearce McAuley, the two IRA suspects who escaped from prison last year, to murder Sir Charles Tibbry, the former head of Whitebread, in September 1990. He still faces charges of conspiring with Quinnivan and McAuley to cause explosions and with possession of firearms. The jury will continue deliberations on the charges today.

HIV spread

More than a million people worldwide have been infected by the AIDS virus in the past eight months, the World Health Organisation said yesterday. A total of 10-12 million people, including a million children, now have HIV infection, according to a report. Heterosexual transmission accounts for more than 90 per cent of cases, it says. About two million people have developed AIDS.

Letters, page 13

Pinta in peril

Doorstep deliveries of milk could be finished by the end of the century, Robin Moorthy of the British Glass dairy industry action group said yesterday. In 1977, deliveries accounted for nine tenths of milk sales. Now they were less than two thirds, while sales from supermarkets had risen from 3 per cent of the total to more than a quarter, threatening the jobs of 30,000 roundsmen and women.

Earl to fly home

Lord Lichfield, the royal photographer, who fractured his skull and ribs in a fall at his home on the Caribbean island of Mustique was yesterday given permission to return to Britain. The earl, aged 52, a cousin of the Queen, is expected to leave Bay View Hospital, Barbados, soon. A hospital spokesman said his condition was "stable".

Cabinet sells

A mahogany writing cabinet once owned by Sir Joshua Reynolds, one of the founders of the Royal Academy, was sold yesterday for £17,000 at *Beane's auctioneers* in Torquay, Devon. The cabinet, which was sold by the descendants of Theophilus Gwatkin, one of the painter's favourite nieces who featured in several of his portraits, had been estimated at £15,000.

Writer finds romance in a grant

By ALISON ROBERTS

IN A success story worthy of Barbara Cartland, a romantic unemployed care-worker is to publish her first novel on Valentine's day thanks to a government grant.

Louisa Gray, of Yeovil, Somerset, applied for an enterprise allowance two years ago and on £40 a week began to write a romance. Six months later *The Mansini Secret*, set in 19th century Italy, was finished. Mills and Boon publish it tomorrow.

Miss Gray, aged 32, said it was a dream come true; she was still amazed at being ac-

cepted both for the grant and by the publishers.

"I went to the Job Centre and found I wasn't qualified for doing anything in particular. But when I said I wanted to write, they said try Enterprise Allowance."

Becoming a romantic novelist is not as easy as it looks. Mills and Boon have enough novels on their schedule to last until the end of 1993. Elizabeth Johnson, Mills Gray's editor at Mills and Boon, said: "We receive about 5,000 unsolicited manuscripts and find about

half a dozen new authors a year. Louisa is a very humorous lady and I liked her style."

A spokesman for The Somerset training and enterprise council said: "We would give allowances to very few writers and they would have to have good ideas before we did. We take on about 150 new entrepreneurs a year."

The scheme has changed since 1990 when payments were made from a national fund; now budding businessmen and women are given only £30 a week.

Fraud case reform is no easy task, Mackay says

By PAUL WILKINSON

THE Lord Chancellor said yesterday that an improvement in the handling of complicated fraud trials was urgently needed, but admitted that he knew of no quick way of achieving it.

Lord Mackay of Clashfern rejected suggestions that the jury system be abandoned, saying that defendants in such cases had as much right to trial by their peers as any other person.

Commenting on calls by the judge at the second Guinness trial for significant reforms in prosecuting complex fraud cases, he said: "I agree with Mr Justice Henry that this matter requires urgent attention. What is not so easy is to hit on the way of solving the problem. I have noted a number of calls for things to be done, but not many detailed proposals of what should be done."

The trial collapsed on Tuesday after the judge accepted medical advice that one of the defendants, Roger Seelig, aged 46, was too ill to continue.

Marjorie Mowlam, Labour's City spokeswoman, said that some serious fraud cases should be tried under civil law, where judgments were often easier to obtain. "We have to find a quicker and cheaper way of dealing with fraud. For criminal cases we need much more evidence. What we can do with civil cases is look at balancing the probability of evidence and that is one of the changes we need."

Speaking on BBC radio yesterday, Barbara Mills, QC, the head of the Serious Fraud Office and Director-designate of Public Prosecu-

tions, who led the prosecution in the first Guinness trial, supported the continued use of juries.

She said that recent reforms of the way cases were presented meant that complex issues, often difficult to explain by word of mouth, could be illustrated graphically by television. "The issue which is usually the one left for the jury at the end of the day is an issue of dishonesty."

Ernest Saunders, the former Guinness chairman who was jailed for five years, said yesterday that he agreed with Mr Justice Henry's call for a better method of dealing with complex City cases. Mr Saunders, who was sentenced in August 1990 by the same judge, said: "We should not be looking at a system that is cost-effective for the prosecution in securing a conviction; but one that gets at the truth and is fair to the defendant."

Mr Saunders, aged 55, who was freed last May after serving less than two years, when doctors diagnosed the onset of pre-senile dementia, is taking his case to the European Court to try to establish his innocence. He has been asked to submit a paper on long-running fraud trials to the Royal Commission on Criminal Justice.

He queried the competence of a jury to handle complicated cases and backed the Roskill enquiry for a panel of experienced assessors. He also proposed a reform of the legal aid system, which at present did not allow defendants to take on the "colossus of the Serious Fraud Office on a level playing field."

Lawyers' protest, page 1

Saunders 'ready for comeback'

ERNEST Saunders and Roger Seelig both present diagnostic problems, both have unusual personalities and both, it has been claimed, show evidence of specific psychiatric disease.

The conflicting diagnoses made in Mr Saunders's case are a common problem — the choice between early senile dementia as a result of Alzheimer's disease or a clinically depressive illness. The former would be progressive; the latter with rest, relief of stress and modern anti-depressants would disappear, probably within a matter of weeks.

Mr Saunders was an obsessively hard-working man, who, it has been reported, suffered from being an outsider all his life. The collapse of his business world and his rejection by Guinness, both family and firm, which he owed him so much, made him depressed. Depressed patients suffer a progressive slowing of intellect, their

Dr Thomas Stuttaford gives his opinion of the health of Roger Seelig and Ernest Saunders

thoughts are confused, their reasoning flawed, their voice dull and monotonous and they can become increasingly irrational. All the symptoms can easily be mistaken for early Alzheimer's disease. One of the most common misdiagnoses is to confuse the two conditions. The court acceptance that he had early Alzheimer's is looking increasingly unlikely as Mr Saunders appears to be determined and alert; showing every sign of being capable of making a comeback.

Mr Seelig, it could be said, has an anankastic [obsessive/compulsive] personality. He is obsessively

hard-working and when dealing with problems is usually preoccupied by them; he has recently been going to bed with the papers concerning his court case, the better to be able to read them the moment he wakes up. All his thoughts, once devoted to making money, have become obsessed by the intricacies of his case. He is basically insecure, lacks the capacity to relax, and is a perfectionist. Patients such as him become so strained and stressed that they may well develop mental disease or have, in layman's terms, a nervous breakdown. Mr Seelig's problems have been compounded by the recent death of his two closest friends, his mother and his sister.

Once the strain is lifted and the depression treated it is possible, almost probable, that Mr Seelig will again be his old self, ready to conquer the world with all the determination he previously displayed.

Ward lover denies Yard 'deal'

FROM SAM KILEY
IN NAIROBI

THE last boy friend of Julie Ward, the British tourist murdered in Kenya in 1988, was accused yesterday of refusing to return to Nairobi for the trial of two rangers accused of killing her until he received assurances from Scotland Yard that he was no longer a suspect.

Stephen Watson, a former safari tour leader who met Miss Ward three days before she disappeared in the Masai Mara game reserve on September 6, 1988, was also accused of failing to come to the 1990 inquest into her death because he feared he would be interrogated as a suspect.

The accusations were put during cross-examination by James Orenge, counsel for the defence. Peter Kipeen, aged 26 and Jonah Magiroi, aged 28, are jointly charged with Miss Ward's murder in the Nairobi High Court.

Mr Watson, aged 31, on his second day of testimony, said repeatedly: "At no time was I ever aware I was a suspect in the murder of Julie Ward. I had no need to worry about my innocence as I could account for all my movements after I left the park [on September 5]."

The trial continues today.

Plea of mitigation for feathered bully

By MICHAEL MCCARTHY
ENVIRONMENT CORRESPONDENT

THEIR reputation may be foul. Their violence may be horrific. Their flashy appearance may cause a shudder. Yet magpies are not quite the villains of the bird world that they have been made out to be, according to the British Trust for Ornithology.

New research by the trust disproves one of the most tenaciously-held saloon-bar opinions in modern Britain: that nest-robbing magpies are responsible for a nationwide decline in the number of songbirds.

Although there has indeed been a remarkable increase in magpie numbers — with rises of up to 5 per cent a year from 1966 to 1986 — analysis of bird population records over the same period shows no decrease in nesting success, nationally, for 15 common species such as the song thrush and blackbird, the trust said yesterday.

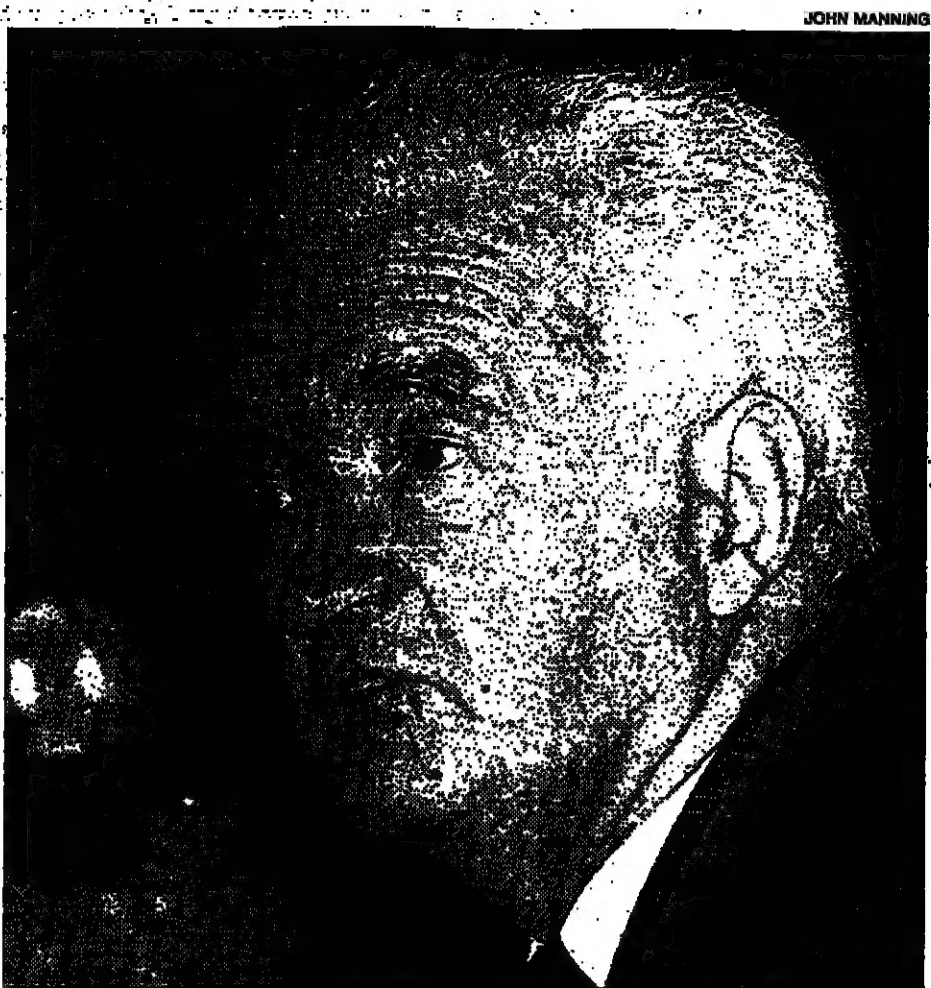
This new analysis has provided a not-guilty verdict on Britain's magpie population on the specific charge that they were eliminating many species of small birds from large areas of the countryside. Chris Mead, the trust's spokesman, said: "However, research is continuing on whether songbird numbers locally are affected by magpies' fondness for suburban nest-robbing. 'Many people are horri-

fied by magpies' destruction of the small bird nests in their gardens, and they look upon it truly as a slaughter of the innocents," Mr Mead said. "It is distressing, but completely natural. Cats probably account for a much greater mortality among garden birds. As to whether there is a statistical link between magpies and garden bird reductions locally, the jury is still out."

There were observed declines in some garden bird numbers, he said, but often this was caused by suburbs spreading, so making the inner suburbs, where birds were once plentiful, further from countryside.

Magpies, a pest species, may be taken in live traps — if you can persuade them to enter. A better way to protect songbirds, Mr Mead said, is to plant more bushes and trees in the garden. Songbird nests can also be protected by large-mesh wire netting, placed at least 3ft away.

Magpies are thought to have trebled in the past 30 years with the disappearance of their predators. Large birds of prey, such as red kites and goshawks, died out or became very rare. Gamekeepers, also formidable magpie foes, became rarer, and toxic pesticides that had affected magpies were banned in the late Fifties.



Standing firm: Lord Mackay facing angry solicitors at yesterday's protest

Guinness trial man leaves champagne on ice

By PAUL WILKINSON

ROGER Seelig spent yesterday coming to terms with life after Guinness. For a man whose waking hours have been filled with nothing else for the past seven years it was anti-climatic.

There was no champagne celebration after he walked from Southwark crown court, the case seemingly behind him. Instead the 46-year-old bachelor returned alone to his west London home, anxious that the next day's papers would not portray him as "some loony" who had cracked under the strain.

For a City whizz-kid of the Eighties who claimed to have clinched £13.5 billion worth of deals for his employers at Morgan Grenfell in one year, this was important. So in

stead of what would have been his first early night since he took on his own defence almost two years ago, he was up until 1am awaiting Fleet Street's verdict. In the meantime he fielded telephone calls from well-wishers.

The morning brought more of the same. "I woke at the same time as I would as if I was going to court, but I

have spent the time dealing with more calls."

He is anxious not to appear triumphant at the judge's decision to halt the trial because of the mental stress of conducting his own defence without counsel. "A lot could happen between now and when the Serious Fraud Office announce what they intend to do. I don't want to say

The lowly outsider who has advocated reason to the Bar

Humble origins have left the Lord Chancellor free to confront the legal profession, Frances Gibb reports

LORD Mackay of Clashfern, the Lord Chancellor, yesterday faced his second full-scale confrontation with lawyers since taking over as head of the legal profession nearly five years ago.

The first, in 1989, was when he published proposals for scrapping the profession's restrictive practices and for opening up legal services inside and outside the court.

Those proposals, known as the green papers, prompted unprecedented censure and vitriol from senior judges and the Bar ("the most sinister document ever to emanate from government"), while supporters credited Lord Mackay with the courage to take on the legal establishment single-handed.

Lord Mackay's humble Scottish background and lack of social connections as the son of a railwayman who rose swiftly to the top on outstanding ability alone has endeared him to all who see the legal profession as a bastion of privilege. Commentators say that only an outsider could have tackled its monopolies, including freeing the

judges of rules which stopped them from speaking out.

Three years after that first confrontation, views are divided over what the Lord Chancellor, aged 65, achieved. The fine print of the reforms is still being worked out, but their impact will certainly be smaller than once predicted. The judges, some say, effectively lobbied him to a standstill.

Yet those reforms, among the public at least, secured Lord Mackay's reputation as an innovator. In this second dispute, on legal aid fees, which came to a head amidst unrivalled barracking and anger yesterday, Lord Mackay again invoked the taxpayer as the justification for a new system of fixed fees in magistrates' courts. But his

brief this time is more difficult.

Yesterday no one was doubting his conviction over the rightness of the proposal. To an extent not seen with his predecessors he has been prepared to put his case, both to lawyers and the media, believing that the force of logic will prevail.

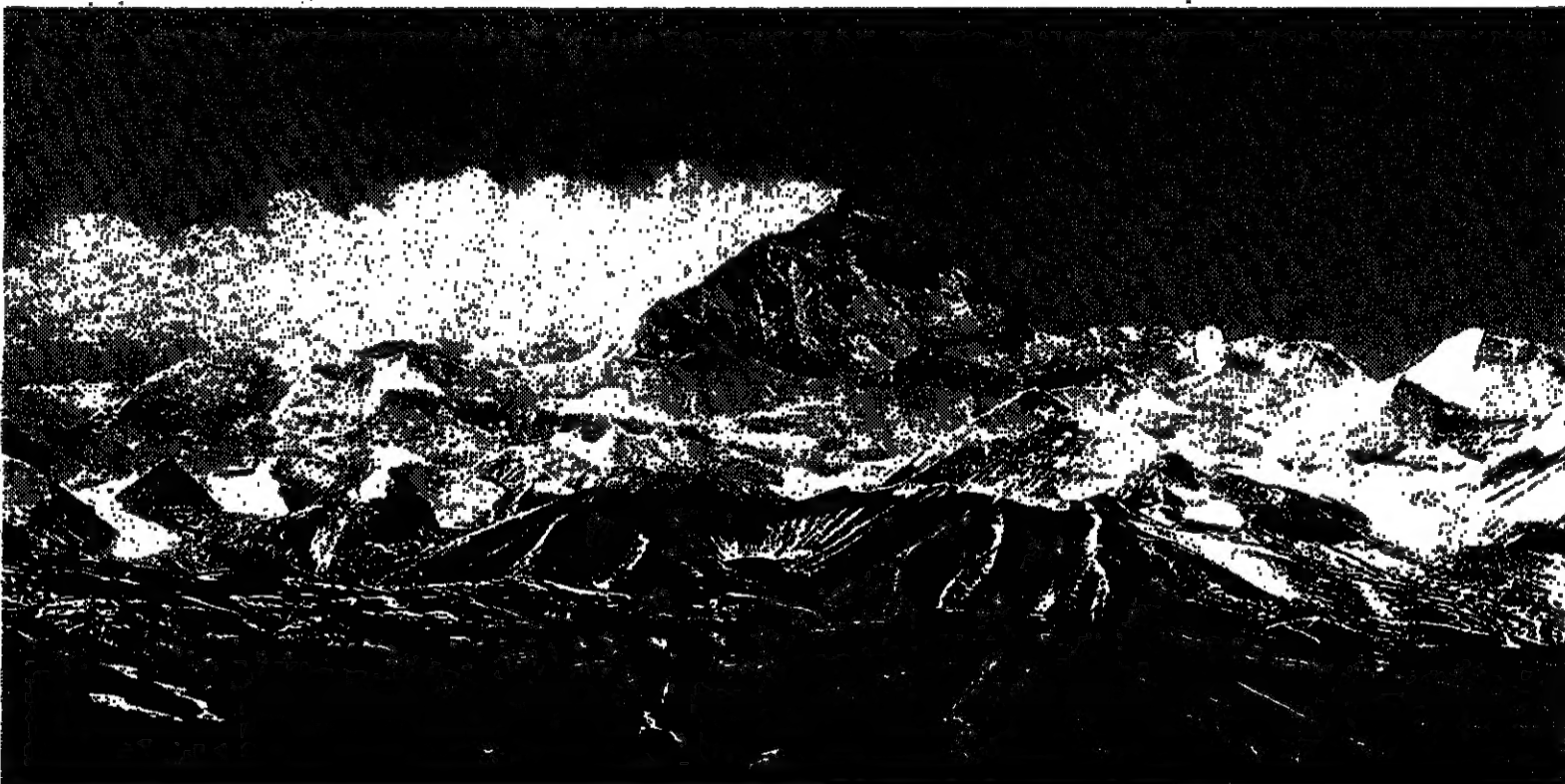
Lord Mackay's forte is quiet, reasoned advocacy. He has a courteous, charming manner which has stood him in good stead steering government bills when on the woolsack in the House of Lords.

Yesterday, though, facing 2,000 angry solicitors, his stance was combative. They, already hostile, were further infuriated by remarks implying, for example, that they were using recent miscarriages of justice to promote their cause and for commercial motives. The verdict yesterday was that he had misjudged their mood; or deliberately been unyielding. Either way he and the profession now stand poles apart.

But though his popularity may be at an all-time low, he is too skilful to see large-scale withdrawals from the duty solicitor scheme. While standing firm, he opened the door a little, saying he would reconsider details of his scheme, due to begin in the summer.

In the meantime there will be an election. It is a tribute to what Lord Mackay has done so far that some say he would be the best candidate to be the next Lord Chancellor which ever party wins.

Leading article, page 13



The inexhaustible challenge of Everest.

The Tibetans had long called it Chomolungma, Goddess Mother of the World. But it wasn't until 1852 that British surveyors identified it as the highest point on the planet.

As a result, thirteen years later, the mountain was also named after Sir George Everest, who was Surveyor General of India from 1830 to 1843.

To early climbers the great peak was doubly remote. Its sheer height made it as inaccessible as the mountains of the moon. Moreover, Tibet barred outsiders until 1920, and Nepal denied access until 1950.

The southern route was at last successfully climbed by Sir John Hunt's expedition in 1953. On the day that Edmund Hillary and Tenzing Norgay stood together on the roof of the world, it seemed that Everest could challenge man no longer.

But there were still untried climbing techniques and untried routes. In 1963, the American

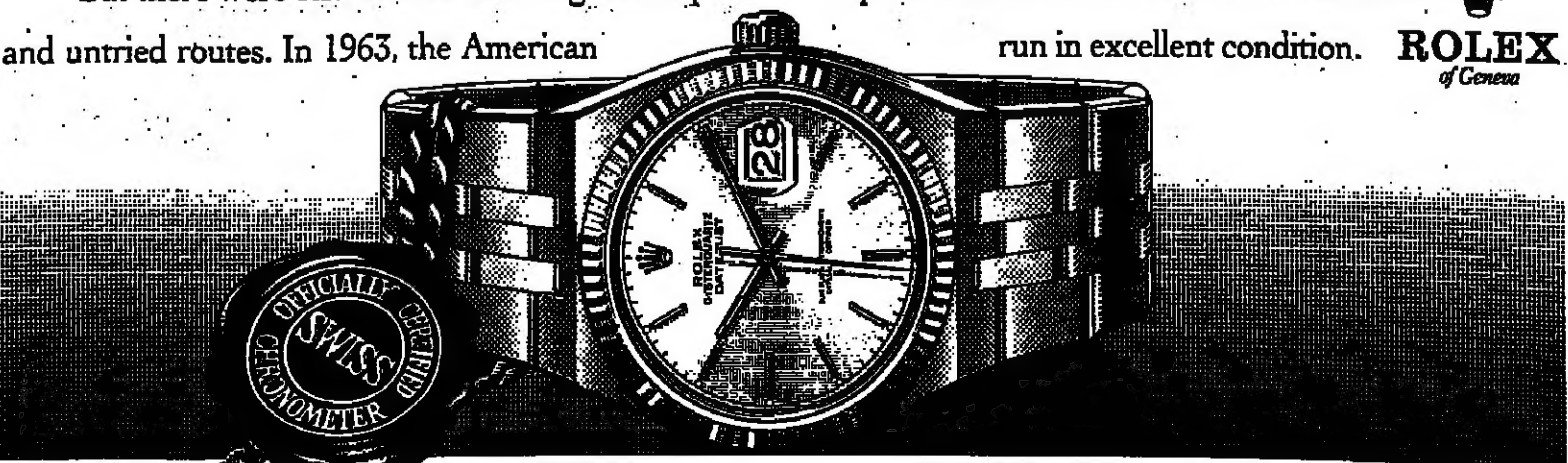
Expedition was the first to ascend the west ridge and, in 1978, climbers achieved the very first ascent without oxygen tanks, thus beginning the so-called purist approach.

One thing that cannot change is the simple, historical fact of the original success of the British Expedition in 1953.

In its honour, 35 years later almost to the day, another team put a man on the summit of Mount Everest. Unlike its famous predecessors, this team dispensed with oxygen and established a new route up the treacherous east face.

Although they took different routes and climbed by different techniques, both teams recorded the times of their ascents with Rolex Chronometers.

As an interesting footnote to history, Tenzing's son reports that his father's Rolex continues to run in excellent condition. **ROLEX** of Geneva



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Animal welfare

Farmers to compete on equal terms

BY MICHAEL HORNSBY, AGRICULTURE CORRESPONDENT

THE government will not take further steps to improve animal welfare if such action imposes costs on British farmers that others in the European Community are spared, John Gummer, the agriculture minister, said yesterday.

Speaking to 700 delegates at the annual conference of the National Farmers' Union in London, Mr Gummer said that the government had persuaded the EC to adopt higher British standards on the transport of live animals. But other member states had refused to follow Britain in imposing bans on the use of narrow crates for rearing veal calves and on pig stalls and tethering.

"In general, I do not believe it would be fair to place more unilateral welfare restrictions on farmers in Britain," Mr Gummer said. "We have set the pace, and it is now for the rest of Europe to catch up. I shall fight for higher standards, but they will be higher standards for all."

He said that animal welfare organisations should instead lobby on Raymond MacSharry, the European agriculture commissioner.

"They will have a strong supporter in me for sensible protection but it will not be unilateral. It must be part of Community rules."

Martin Potter, of the RSPCA's farm animals department, said: "It would be very sad if Britain abandoned its pioneering role on animal welfare. Instead of coming in first past the post, we will all now be coming in joint last. We are forfeiting a chance to set a moral example."

Mr Gummer threatened legal action against France and other countries for allegedly charging their poultry producers less than the minimum carcass inspection fee laid down in EC rules. That made French chickens cheaper and was unfair on their competitors elsewhere in the EC.

He said that he had asked the European Commission to take action, which it had failed to do. If all other routes

failed Britain might have to go to the European Court.

Mr Gummer said that agreement on common agricultural policy (CAP) reform was still some months away and that there was little point in reaching an agreement that might have to be unravelled in the light of a new world trade treaty. This was a reference to the continuing Uruguay Round negotiations under the General Agreement on Tariffs and Trade (GATT), which have foundered mainly over a dispute between the EC and America on how to reduce agricultural protectionism.

Mr Gummer described as unhelpful recent remarks by the American vice-president, Dan Quayle, which were seen by some as a thinly veiled threat that failure of the GATT talks might weaken America's commitment to NATO. There has been a tendency of US negotiators to behave as if they are right and everyone else must fall into line with them. You do not get a deal by shouting the odds," Mr Gummer said.

The latest proposals for CAP reform, he said, were better than the original version but still "bad enough". There were too many armchair critics who thought that any reform had to be an improvement and that it was possible to "build a new CAP at the expense of Britain's farmers".

The proposals would build partially and disorient into the very fabric of the CAP and "set farmer against farmer from one end of Europe to the other". The proposals would provide permanent support for small, unviable farms and weaken those in Britain which "have modernised their structures and adopted commercial methods to become modern and up to date".

Mr Gummer defended the set-aside scheme, which pays farmers to take arable land out of production. He said that the policy had many disadvantages but that it was the only way to make a rapid impact on endemic over-production. In future, however, more environmental conditions should be attached to set-aside grants.

ICI goes it alone to protect ozone layer

BY NIGEL HAWKES, SCIENCE EDITOR

ICI is to stop making ozone-damaging chemicals by the end of 1995, two years earlier than the target set by the European Community, it said yesterday as the government ruled out an immediate ban.

Pressure to act more swiftly has been increased by President Bush's announcement on Tuesday that the US will phase out production of the major culprits, chlorofluorocarbons, by the end of 1995, five years earlier than agreed under the Montreal Protocol. He acted after studies showed "alarming" levels of ozone-depleting chemicals over North America and Europe.

Yesterday, Michael Heseltine, the environment secretary, said that the target set by the US was the same as that urged on EC nations by Britain at a meeting of environment ministers in December, but not accepted. British officials hope that the topic will be on the agenda when ministers meet again on 23 March, and that agreement will be reached.

Concern about CFCs has deepened as evidence grows of damage to the ozone layer being worse and more widespread than previously thought. Figures from the European Arctic Stratospheric Experiment, a 17-nation project, suggest that the Arctic may be on the verge of having an ozone hole like that over the Antarctic. The UN says a sustained loss of 10 per cent of the ozone layer could lead to 300,000 more skin cancers and 1.75 million extra eye cataracts a year, by letting damaging ultra-violet radiation through.

Nasa, the American space agency, has suggested that ozone-depleting chemicals in the atmosphere over northern Europe and the US are sufficient to destroy the ozone layer at the rate of 1 to 2 per cent a day in the late winter. "Everyone should be alarmed about this," Michael Kurylo, of Nasa, said last week.

Fiona Weir, of Friends of the Earth, said that Mr Heseltine was wrong to claim that Britain could act only through the EC. At least three EC nations — Denmark, Germany and The Netherlands — were committed to unilateral phase-outs by January 1995, she said.

John Beckett, ICI fluorine chemical manager, said of its plan: "Phase-out by 1995 is a difficult target, but one that can be achieved." ICI has opened a plant to make a safer alternative.

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Big spender: Michael Horsnell with his van load of goods that would have cost twice as much in Britain

One man tries to mop up wine lake

Big savings beckon for British travellers when new duty free allowances come into force next year. Michael Horsnell loaded up in Calais, and worried about his suspension all the way home

THE white transit van rattled and rolled like an overloaded milkfloat in a race round the Le Mans circuit. This was not surprising. On board was a bottled lake of alcohol, large enough to slake the thirst of a Dean Martin family reunion.

The place was Calais. The occasion was the first wet run, by *The Times*, of new import allowances for travellers that came into force next year.

Thanks to the European Community's finance ministers, serious drinkers will be allowed to bring home 120 bottles of wine, a dozen bottles of spirits and 20 crates of beer, plus 800 cigarettes, from continental hypermarkets without paying a penny in excise duty.

The Times ran a consumer test on the new allowance and came home in less than an hour with ten cases of Chateau Lagasse, 12 bottles of Belle's whisky, a half-dozen of Stella Artois (480 bottles) and 40 packs of Silk Cut king-size tipped. It took three people ten minutes to load the van, and none had drunk a drop.

Eighteenth century smugglers entering Cornish coves with cases of cognac and

wads of tobacco probably had an easier time of it. Bringing the new allowance home will not be easy unless you enjoy listening to the music of a thousand dancing bottles wrecking the suspension of the family saloon, and wondering how to dispose of the empties without the neighbours seeing.

The new regulations have, however, got the shopkeepers of Calais rubbing their hands in anticipation of a bigger invasion of Englishmen than during the Hundred Years War. At the Continent Hypermarket, where *les Anglais* already spend over £25 million (about £2.5 million) a year on drink, shoppers with mere baskets of booze and cigarettes under the present regulations, looked at my trolley with astonishment.

John Hunt, aged 22, a motor trader from Bermondsey, south London, said: "You must be taking the mick with that lot. You'll never get away with it, neither will your back aches. But I am all in favour of taking home as much as you like." Yvonne Douglas, aged 18, a waitress from Dagenham, Essex, said: "It's obvious why people come here when prices are so much more expensive at home. I say the more we can get, the better. The EC has done something right for once."

Once the van had rattled off the P80 ferry, Pride of Bruges, on which the information lady hands out street maps to all the hypermarkets, I settled up with H.M. Customs and Excise, an exercise that will no longer be necessary under the new regulations next year.

"This is going to cost you a bit," the customs officer said. He was right. After paying only £374 for the drink and cigarettes, about half of what it would cost in Britain, I was charged

another £263 in excise duty. Police at Dover, who often have to stop overloaded vehicles under present regulations, are worried that the new allowances will endanger the safety of family cars and coaches, and the AA is anxious about extra calls to deal with crippled suspensions.

The customs man said: "Sometimes we see four people arrive in their car, loaded up with their present allowance, and the back bumper is almost scraping the ground. What things will be like under the new regulations, I cannot imagine."

Calais, noted for Rodin's statue *The Six Burghers of Calais*, is now a monument to shopkeepers. The Continent Hypermarket's duty manager said: "We think our turnover will increase by a lot once the new regulations come in."

The English are very interested in buying that sort of goods. It surprises us that they buy so much here already and it amuses us when we see your cars and coaches with the suspensions crushed. But in Calais we are very grateful because it helps our economy. You are all very welcome."

Drug risk 'hidden by medics'

BY JEREMY LAURANCE, HEALTH SERVICES CORRESPONDENT

ABOUT 10,000 hospital beds are occupied each day by patients suffering from the side effects of drugs, according to a book published today.

Doctors reported 18,000 adverse reactions to drugs in 1990; 5,000 of those are estimated to have been severe, including 250-300 patients who died. The figures were slightly down on the previous two years. But experts believe that the true figure is ten times higher.

Launching *Power and Dependence*, an investigation into drug safety, Charles Medawar, director of the consumer pressure group Social Audit, said that the extent of serious drug injury was comparable with the accident rate on the roads. "Drugs do an appreciable amount of harm as well as a great deal of good. But there is a climate of secrecy and a denial of the evidence of harm. It is extraordinarily arrogant to suggest that the public is better off knowing less."

Many serious reactions to drugs go unrecognised because doctors fail to report them. One study of 100 GPs who were monitored for a month found that one in 2,000 prescriptions produced severe side effects but only one in five of those was reported. Other studies, including one by Professor Michael Rawlins, named this week as the new chairman of the Committee on Safety of Medicines, suggest that only 10 to 15 per cent of severe reactions are reported.

Mr Medawar denied that most patients in hospital suffering from drug side effects would have been hospitalised anyway for the condition for which they were being treated.

Most drug injury was the result of "carelessness, the sloppy provision of information and inappropriate warnings", he said.

Andrew Henzinger, editor of the *Drug and Therapeutics Bulletin*, a Consumers' Association publication for doctors, said that some patients who suffered a drug reaction would have been ill anyway but they were likely to be a "very small proportion". Many more who suffer reactions do not get admitted to hospital, he said.

Dr Joan Clarke, assistant director of the Drug Safety Unit, Southampton, said: "The public tend to feel medicines are completely safe, but they aren't. Doctors have tended not to mention the risks because they haven't wanted to worry patients unduly but there is a case for correcting the balance."

Keays jury warned off sympathy

JURORS in the Sara Keays libel trial were told yesterday not to allow sympathy for Miss Keays and her daughter to rule the law.

Desmond Browne, QC, opening the defence in Miss Keays's action against *New Woman* magazine, said there was infinite cause to feel great sympathy for her, but the jury must be dispassionate and put out of their minds the terrible tragedy of her daughter Flora's epilepsy.

Miss Keays, aged 44, of Marksbury, Bath, Avon, is suing the magazine over an article in 1989 which, she says, accused her of being a kiss-and-tell money-grubbing bimbo who wrote her book *A Question of Judgement*, about her affair with the former Tory party chairman Cecil Parkinson, to make money and cause him the maximum embarrassment.

Mr Browne told Mr Justice Drake and the jury: "Anyone who had read about the way Miss Keays was treated by Mr Parkinson would feel great sympathy for her. Plainly Mr Parkinson caused her great distress — promises of marriage on three occasions and the breaking of those promises, the relationship over 12 years which ends in tears and worse."

Mr Browne said there was a clear distinction in the magazine article between those who were bimbos and those who were not. He said the defendants did not seek to say that Miss Keays was comparable with women like Fiona Wright. "We simply say it is far-fetched to suggest that the article bears this meaning." The hearing continues today.

Marines' drinking bout ended in death

A Royal Marine attacked a publican and two police officers on a drunken night out that ended with the death of his friend in a 20ft fall from a roof.

Paul Davies and Simon Carr, a fellow Marine, fled from police by climbing across the roofs of buildings in Barnstaple, Devon, after Davies had punched the landlord of one pub and the pair had been ordered out of another pub. Carr, aged 22, of Rustington, West Sussex, fell to his death while trying to jump across a gap in the roofs.

Barnstaple magistrates fined Davies, aged 25, £400 and ordered him to pay £607 compensation after he admitted assault and damaging a roof. The court was told that when he climbed down he swung a policeman around and threw a policeman over his shoulder before being overpowered.

Davies, serving with the Portsmouth-based assault ship HMS Fearless, faces military proceedings for bringing the name of the Royal Marines into disrepute. Timothy Hayden, for Davies, blamed too much drink for his client's behaviour and said that Carr's death had had a marked effect on him.

Frank Beck enquiry starts

The enquiry into how the disgraced social worker Frank Beck managed to abuse children in his care undetected for 13 years began yesterday. Beck, aged 49, was jailed for life in November for sexual and physical abuse at the three Leicestershire children's homes he ran between 1973 and 1986.

Andrew Kirkwood, QC, the chairman, promised to leave "no stone unturned" in trying to discover why social services management failed to uncover Beck's crimes for so long. The enquiry, at Thurston, Leicestershire, will hear evidence in private and will consider how complaints against Beck were dealt with and whether he was qualified for the job.

More rail crash victims may sue

Lawyers representing passengers who are suing British Rail over the Severn Tunnel train crash said that many more victims could make a claim for damages. Hundreds of passengers were trapped for four hours after a Sprinter train crashed into an Intercity express in the tunnel in December.

Eleven solicitors joined forces at a meeting of the Law Society to represent 69 passengers who were injured or suffered mental effects. They said that many others may not be aware that they could take legal action.

Prisoners flee

Two drug smugglers, Raja Mohammed Younis, aged 41, and Sukh Dev Singh Sandhu, aged 38, were on the run after escaping from Channings Wood prison at Ogwell, Devon, where they were serving eight years. An accomplice cut open the perimeter fence.

Helmet protest

Brian Nicholas, a motor cyclist aged 58 who has long campaigned against the compulsory wearing of crash helmets, received his 20th conviction for riding without one. Nichols, of Wembley, northwest London, was fined £20 by Brent magistrates.

Sewage fall

Thousands of tonnes of sewage slipped into the Colne at Huddersfield, West Yorkshire, raising the water level by five feet in ten hours and halting production at a nearby ICI plant, where an effluent pipeline was damaged.

Houses on fire

Underground fires that for 20 years have been burning up coal deposits beneath a Stoke on Trent housing estate are to be put out, costing the city and county councils £45,000.

Atomic gift

The Atomic Energy Authority is giving £150,000 pounds worth of surplus protective clothing to workers clearing up the site of the Chernobyl nuclear reactor disaster in Ukraine.

Baby dies

A mother and two men were arrested after the woman's six-month-old daughter was found dead at her home in Hastings, East Sussex.

Statistics cover up true level of council rent arrears

BY DOUGLAS BROOM, LOCAL GOVERNMENT CORRESPONDENT

TOUGHER rules may be imposed to prevent councils producing figures which give a misleading picture of their ability to collect rent.

Some councils with large rent arrears have given the impression, in new-style reports to tenants, that they have no arrears. This has alarmed Sir George Young, housing minister, and Michael Heseltine, environment secretary, whose department drew up the rules governing the new reports.

Environment department officials are examining ways of changing the rules so that the reports give a more accurate picture of the scale of arrears.

The government is committed to publishing league tables of local au-

thority performance under its citizen's charter. Ministers' concern was heightened last week when Neil Kinnock told the Labour party's local government conference that Labour councils had the best record on arrears.

The claim was based on a recently published table showing Labour-controlled Wakefield top of the league with no tenants more than a year behind with their rent. However, the table did not show that Wakefield tenants still owed £981,000, or 2.5 per cent of the town's total rent income, at the end of the last financial year.

The figure puts Wakefield 89th in a table of 351 councils judged by the proportion of annual rent income uncollected. Only one Labour council is

among the top ten in that league. Durham city council had the third best collection record with 1 per cent of its annual income, £105,000 outstanding. Top place is held by Craven council at Skipton, north Yorkshire where no party has overall control. It had only 0.7 per cent of its annual income, or £16,000, uncollected at the end of the last financial year.

Measured by the number of tenants in arrears for more than a year Conservative-controlled Harrow comes second to Wakefield. Yet the government arrears table places it 73rd from the bottom, among councils with the worst arrears, with £910,000 of rent outstanding, equivalent to 6.5 per cent of its rent income for the year.

RENT ARREARS					Source: DOE and local authorities		
	% of tenants over a year in arrears	Position in over-a-year league	% of all tenants in arrears	Position in total arrears league	Total arrears league		
Wakefield	0.0	1	2.4	89	Best five	Craven, York	
Harrow	0.01	2	6.5	278		Ipswich, Solihull	
Barnsley	0.025	3	1.4	22		Durham	
Kingston	0.08	4	5.5	251		South Hams	
City of London	0.25	5	3.7	185		Brentwood	
Brent	27.1	351	36.7	350		Worst five	Southwark
Harrogate	24.5	350	19.8	340		Brent	
Southwark	22.3	349	38.5	351		Hammersmith	
Lambeth	18.1	348	29.8	346		Ealing	
Hammersmith	16.5	347	31.2	348		Lambeth	

Ashdown debunks wasted vote fears

By Philip Webster, Chief Political Correspondent

THE Liberal Democrat leadership is to tackle head-on the party's biggest electoral handicap, the belief of a large proportion of the public that a vote for it will be wasted.

Paddy Ashdown, and his campaign director Des Wilson, believing that the problem is so important that it cannot be ignored, are to embark on a high-risk strategy of raising it in the electorate's mind and making an attempt to debunk the "wasted vote" theory in an important plank of their general election campaign.

At the same time they are to ban internal discussion of a subject which has bedevilled the start of previous campaigns: the question of whether the Liberal Democrats should be concentrating their fire on Labour or the Conservatives. They regard the question as futile and irrelevant, because they will be attacking both main parties equally for what they will call their failed policies.

Mr Ashdown and Mr Wilson are to meet at the late Lincolnshire home on Sunday to prepare for the election. They have already decided to use one of their four precious party election broadcasts during the campaign for a direct assault on the wasted vote issue.

They accept that by doing so they will draw attention to a potential drawback in voting Liberal Democrat. However, they believe they must act because of opinion polls

which have suggested that some 46 per cent of people would vote for their Liberal Democrat candidate if they thought he or she could win.

The campaign will point out that arithmetic is against the wasted vote theory. Mr Ashdown and his team will argue that, with the Liberal Democrats the main challenger in a third of the country's seats, national opinion polls cannot be taken as an accurate reflection of what will happen in particular constituencies. They will try to turn the argument on its head, saying that a vote for the other parties is wasted because, together, they have let the country down over the last two decades.

They will use the broadcast and other campaign opportunities to list the 254 seats where they came second in 1987. They believe that if a hung parliament becomes a likelihood as the campaign progresses, their case will have even greater force as people realise that a vote for the Liberal Democrats will give them greater influence.

A small strategy committee headed by Mr Ashdown and Mr Wilson are taking the key political decisions up to and during the general election campaign. Its other members include Archie Kirkwood, MP for Roxburgh and Berwickshire; Jim Wallace, the chief whip; Lord Holme of Cheltenham and Alan Leaman, two of Mr Ashdown's closest advisers. Alec

McGivan, deputy director of the campaign and an experienced strategist for the old SDP and later the Alliance, and Ollie Greender, the chief media officer, are also on the committee.

The job of planning and running the campaign, and implementing the strategy committee's decisions, is being carried out by Mr Wilson's planning group. Its key members are Lord Holme, who is in charge of policy-making and manifesto writing; Graham Elson, the party's chief executive, who is responsible for administration, finance and personnel; Simon Bryceson, who will run the press conferences; Ms Greender; Alison Holmes, who has responsibility for political broadcasts; Tim Clement-Jones, who will lead the grassroots operation; Chris Kennard, who runs the target seats programme; and Peter Lee, who is in charge of regional organisation; and the two men who will be running Mr Ashdown's office, Mr Leaman and Stuart Mole. Mr Mole, who was Sir David Steel's chief aide for much of his leadership, is to return for the campaign.

A special finance group headed by Mr Wilson, Tim Razzall, the party treasurer, and Mr Elson, is monitoring the election fund. Party chiefs are voicing satisfaction that some £1.5 million has been raised, enough, they believe, to fight an effective campaign.

Election-winning strategy taxes Tory minds

POLITICAL NOTEBOOK
By Robin Oakley

Pity poor Norman Lamont. Opinion poll after opinion poll confirms that the two main parties are locked closely together. They are likely to remain so until the election is called.

Amid all the phoney election skirmishing only one event, MP's agree, has the potential to move a significant number of voters: Mr Lamont's Budget on March 10 is the one card left to play.

Six times since the war a Conservative government has had to renew its appeal to the voters. Six Tory Chancellors have had to do their bit for the party in a pre-election Budget. In April 1955 R.A. Butler cut the standard rate of income tax from 9s to 8s 6d and the Tories won the ensuing election. In April 1959 Derick Heathcoat-Amory cut the standard rate from 8s 6d to 7s 9d, and the Tories won. In March 1983 Sir Geoffrey Howe increased tax allowances by 14 per cent instead of the 5.5 per cent needed to cover inflation, and the Tories won. In March 1987 Nigel Lawson took 2p off the standard rate and the Tories won. But in April 1964 Reggie Maudling did not cut income tax. Nor did Anthony Barber in March 1973. In both the ensuing elections the Conservative government was defeated.

The omens have been noted, and woe betide Mr Lamont with his party if he fails to take at least a penny off the income tax.

Ministers get the chance to discuss economic strategy at the Budget cabinet a week today. Their message will no doubt be the same

one senior figure are retailing in private. This election, they say, is about taxation. It is the Tory campaign emphasis on Labour's tax policies, they are convinced, which pulled back the poll lead Mr Kinnock's party had coming into the new year. Tory Central Office plans to ram home once again in the week before the Budget Chris Patten's central refrain: "Dogs bark, cats miaow and Labour puts up taxes."

Those voices which were a little while ago arguing against an income tax cut on the grounds that it would look like crude bribery of the electorate have been stilled.

Mr Lamont must not only cut taxes, say his colleagues, but must be seen to do so. For most, that means a penny off the standard rate on the grounds that Labour is pledged to vote against it, so highlighting the difference between the parties on tax. The cheaper course of increasing tax thresholds by significantly more than inflation, it is argued, would not have the same impact because Labour is equivocal about contesting that.

The Treasury's friends in the Commons have been preparing the way. Aware of past assertions by Messrs Major and Lamont that they would not stimulate any pre-election mini-boom with "irresponsible" tax cuts, they are arguing that a



Party magician? Lamont's Budget holds the key fiscal stimulus now is entirely proper because the Chancellor has proved so wrong in his predictions last year of a "relatively short-lived and relatively shadow" recession. Doom and gloom statistical clouds, like the unemployment figures due today, are being seized on for their silver lining: they add re-

age, any minister with a PPS worth his salt will be urging action to help small businesses. Favourite remedies are a freeze on the uniform business rate, a doubling of the threshold for small business VAT registration and changes to inheritance tax on family owned businesses.

Neil Kinnock has clearly scored with accusations that ministers are paralysed and supine in the face of recession. Tory MPs are looking too for "something definite" besides the tax cuts to demonstrate that the government cares. Removal of the car tax, it is said, would show political will and have the additional advantage of saving a Midlands marginal or two.

There are calls, too, for another interest rate cut, though some party planners believe that should be kept in reserve.

All simple enough for those without the responsibility. But what if Mr Lamont, a cautious man by nature, gives way to the political pressures? What if he delivers the tax cuts and helps the Tories to an election victory? Will he be transformed overnight into a Tory hero? Perhaps. But you can be sure that the streak of melancholy in his nature will have spotted the downside. What if, with that election won, those holding back now on spending their mortgage interest rate cuts, suddenly decide to buy those new cars and washing machines after all. He could, within months, be reining back again and collecting a new round of brickbats.

Job cuts 'threaten marginal seats'

By Jill Sherman, Political Correspondent

LABOUR yesterday kept up its attack on the Tories' record on the jobs by publishing figures showing that unemployment had more than doubled since 1979 in more than half the key marginal seats.

Tony Blair, the shadow employment secretary, said he was confident that the jobs would be a key election issue as more people began to lose confidence in the government's handling of the economy. There was a growing sense of anger among many people who were repeatedly told that the recession was coming to an end and recovery was on the way. "The country is being misled on the state of the economy," Mr Blair said.

Recent polls have shown that the public blames Britain's recession on the world economy and Mrs Thatcher rather than John Major. Speaking on the eve of this month's unemployment figures, which are expected to show another rise, Mr Blair said the electorate was bound to start blaming the present government.

Henry McLeish, the shadow employment minister, said the first analysis of unemployment figures from 1979 to 1991, prepared by researchers from the House of Commons library, showed that unemployment has risen in all 80 key marginal constituencies "with over half seeing a rise of more than 100 per cent."

Only two seats in the country, Knowsley North and Blaenau Gwent, saw a fall in unemployment. "In stark contrast 144 constituencies saw increases of more than

200 per cent, 122 of which have Conservative MPs," Mr McLeish said. John Major's Huntingdon constituency had experienced a 214 per cent increase. Broxbourne in Hertfordshire showed the steepest climb, a rise of 567 per cent, with Lewisham West heading the list of marginals, with unemployment up by 312 per cent.

The regions experiencing the highest rises were Greater London (234 per cent), the Southeast (195 per cent) and the East Midlands (130 per cent). Mr Blair said the job losses at British Aerospace were another body blow to the economy.

Robin Cook, the shadow health secretary, accused the government of massaging waiting list figures by taking people off lists who had not been treated. Parliamentary answers had shown that the number of people removed from waiting lists after treatment had risen by 7 per cent in three years, while those removed without treatment had shot up by 82 per cent, he said.

Over the past three years the government has encouraged "ghost patients" who have died, have had their treatment privately or who no longer needed the operation.

Mr Cook said that some patients were also being removed because their health authority would not pay for their treatment under the new contract system.

Stephen Dorrell, the junior health minister admitted that one or two health authorities had "overstepped the mark" in making decisions on who was treated.

AROUND THE LOBBY

Leader is out of order

Lord Waddington, the leader of the House, found himself at the centre of a row in the Lords after it was discovered that he had changed the business without consulting Opposition peers. After private discussions he dimmed down and the business will now be as arranged.

Lord Waddington brought forward a Scottish education bill scheduled for next Friday because he knew that Scottish peers do not like to attend on Fridays. Lord Cledwyn, the Labour leader, and Lord Jenkins, the Liberal Democrat leader, protested and Viscount Whitlaw, the former House leader, called for more consultation.

Quick call
British Telecom was praised at question time by John Redwood, the corporate affairs minister. He said that 99 per cent of telephone faults were now repaired within two working days, compared with 87 per cent in 1985. In 1980, 250,000 people had been waiting more than two months for telephones to be connected, but "a week is a long time these days".

Art on loan
Tim Renton, the arts minister, has agreed to change the indemnity provisions of the Museums and Galleries Bill when works of art are lent to national galleries. Mr Renton, moving the second reading of the bill, said museum directors wanted the present arrangements to continue and amendments would be moved in relation to reporting liabilities.

Rights move
A Liberal Democrat bill to write the European Convention of Human Rights into British law was introduced by Robert Maclennan, the party's home affairs spokesman. He acknowledged that it was unlikely to reach the statute book.

Research aid
Funding for industrial innovation is to be raised by £16 million over the next three years. Peter Lilley, the trade and industry secretary said £346 million was being made available for research and development initiatives for the financial years 1991-2 to 1994-5.

Parliament today
Commons (2.30): Questions: Treasury; prime minister; Army Bill, second reading.
Lords (3): Coal Industry Bill, committee. Debate on human rights in Northern Ireland.

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MFI

Delors fires opening shots in battle of EC budget

AS HE rose before the European parliament here yesterday to open the bidding in the European Community's budget conflict, Jacques Delors, the president of the European Commission, knew that his spending plans would detonate explosions in Europe's capitals.

M Delors may dream of the day when Brussels can raise its own revenue with pan-European carbon taxes or levies on multinational companies, but for the time being he must squeeze funds out of unwilling national governments.

After delivering a dry and subdued account of how the Community might pay for the ambitions written into the Maastricht treaty last December, M Delors passed a note to a British Conservative MEP. The note reiterated the Commission president's reassurance that the vexed question of Britain's special budget discount with Brussels would not be raised until after the British general election "in order not to embarrass your government". He was only trying, M Delors added, tongue in cheek, to be a "good civil servant".

The EC's budget is more than an administrative exercise as M Delors, a numbers man to his fingertips, well

As Jacques Delors begins his fight to raise funds from unwilling governments, he may find them unhappy to continue spoonfeeding Mediterranean countries. George Brock writes from Strasbourg

knows. The Community's five-year plans make or break the grand designs which the 12 governments lay out in documents such as the Maastricht treaty on economic and political union which was formally signed last week.

The Single European Act of 1985 was written and agreed in six weeks. The budget which gave it substance took a year and two bruising summits to settle. Margaret Thatcher's relentless request for the return of her money paralysed the Community for several years in the 1980s. With the need for a budget to run from next year until 1997, what Roy Jenkins, M Delors's predecessor, called the BBQ (the Bloody British Question) is back.

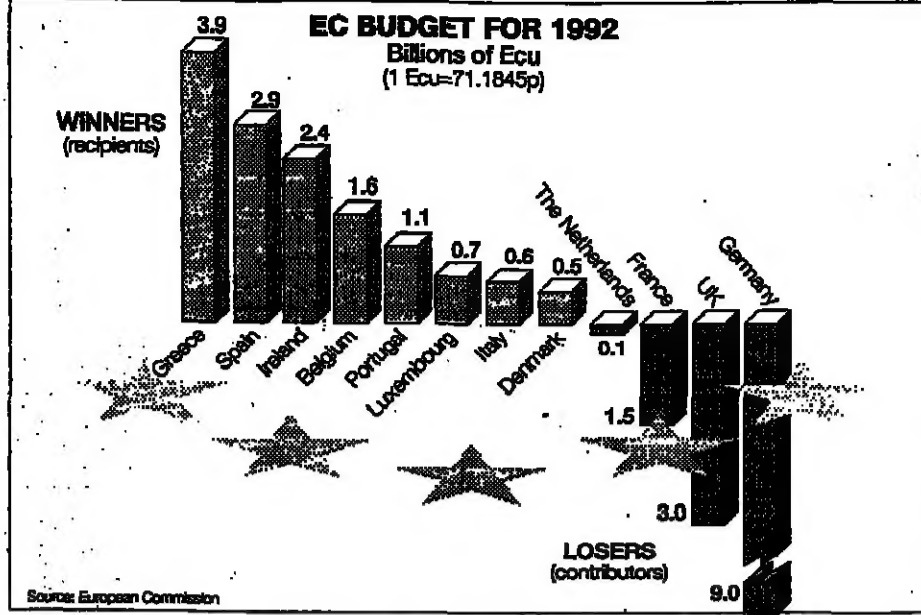
For now, the arguments will fly back and forth on the BBQ with almost no real facts to weigh them down. The Commission has suggested an outline budget and done some broad calculations on how the complex revenue-raising formulas will need to

be adjusted for the EC to break even. National governments started work on the backs of envelopes and on computer models yesterday. EC leaders will wrangle at their summer summit at Lisbon and perhaps settle the bottom lines at the Christmas summit in Edinburgh.

Who gains and loses will be altered by such imponderables as the outcome of the beleaguered Gatt world trade talks, how fast or slowly Europe's economies grow, and how many rich Scandinavian states join the EC before 1997. Assumptions and figures will change from now until at least year's end.

The Commission suggests that EC spending will grow by 6 per cent a year for the next five years. The British rebate will be unpopular with more countries this year because several rich northern countries besides Britain and Germany may well become permanent net payers to the EC budget.

"The British rebate was de-



signed in abnormal circumstances," Henning Christopherson, the finance commissioner, said this week. "It was the only country other than Germany with a deficit. If France, Italy, Denmark and Holland will now have deficits too, the philosophical reason for this concession will cease to exist."

That jealous aside gives a vivid flavour of the kind of campaign that is likely to be waged against Britain's bud-

get deal this summer. But the argument is weak and unlikely to win. Mrs Thatcher's fight was against the lopsided system of farm subsidy which was designed before Britain entered the Community and biased against it. As Tristan Garel-Jones, a Foreign Office minister, was quick to point out here yesterday, the rebate can only be changed by a unanimous decision of all 12 EC governments. A Labour government sounds as if it

would fight for "our money" at least as hard as the Tories. "No new sources of revenue should be discussed at this stage," Glyn Ford, Labour's European parliament leader, said yesterday. Not even Mr Garel-Jones went that far. In 1992 the British rebate is worth about £1.4 billion, bringing the government's payments to Brussels down from £3.5 billion to £2.1 billion. The rebate is very likely to survive. The roughest



Thatcher: request for money paralysed EC

of agreeing a more tightly coordinated foreign policy, bigger subsidies for Portugal, Greece, Spain and Ireland, and reform of the already horribly expensive common agricultural policy.

But governments retain a wide discretion to cut costs. Straining to meet the harsh requirements of convergence towards monetary union at the end of the century and battered by recession, they may not feel so ready in future to spoonfeed Mediterranean economies and uneconomic farmers as they have been in the past.

Paris: M Delors would be the strongest Socialist candidate in a French presidential poll, but Jacques Chirac, the conservative mayor of Paris, would beat him, according to a poll published yesterday.

The BVA market research company sketched four possible scenarios for second-round run-offs in presidential elections currently scheduled for 1995. It showed M Delors, whose Brussels role has saved him from being tainted by a series of domestic scandals involving the Socialist party, would win a run-off against Valéry Giscard d'Estaing, the centre-right leader.

Leading article, page 13



Allen: levity concerning his work is not encouraged.

French go bananas over Woody's latest

FROM PHILIP JACOBSON IN PARIS

FRANCE invariably treats the release of a new Woody Allen film as an important cultural event. Allen is worshipped in this country as the most European of American directors, another way of saying that the French believe only they are discerning enough truly to understand and appreciate his work.

Imagine the excitement, then, when Allen decided that the world premiere of *Shadows and Fog*, his latest work, was to be in Paris. Imagine, too, the frantic efforts by the chattering classes to ensure that they were invited to last night's opening.

The build-up for *Shadows and Fog* has been extraordinary, with the sort of free publicity on television that makes producers drool. Anne Sinclair, France's most influential television interviewer, flew to New York for an hour's conversation with Allen, abandoning her usual tough line of questioning with public figures for an approach that bordered on the reverential.

The French, of course, believe Allen chose Paris in recognition of their deeper and finer sensitivity about his work: in *Le Figaro's* judgment, it was "a way of paying homage to the nation that was first to hail him as more than a highly gifted comic". Readers of *Le Quotidien* were given a review of the film, a long analysis of Allen's "roots

in Mitteleuropa" and an interview with Robert Greenhut, his producer.

Pressed, Mr Greenhut obligingly confirmed that it was the first of about 70 films with which he had been involved that was being launched outside America. But he then rather dashed the stars from French eyes by adding that money problems had dictated the decision. By way of consolation, however, he said that, yes, the new work was "Woody's most European film yet".

According to Eric Lax, Allen's official biographer, *Shadows and Fog* is likely to succeed better in France than in America. "It is a German expressionist comedy, sort of like Max Ernst meets Bob Hope," he said in *The International Herald Tribune*. That sounds like a joke, and Allen's hardcore French fans do not encourage levity about the master's works: the correct cultural references may be looked up in two massive tomes on 50 years of the American cinema published in France.

But the last word goes to Mr Greenhut, who has worked with Woody Allen for many years and says he is still very funny. After that long interview with Anne Sinclair, he recalls, Allen was worried that he had been too boring. "The journalist really did not give him much chance to be funny," he said.

'Father Pickaxe' stirs dispute with Vatican

FROM JOHN PHILLIPS IN ROME

RELATIONS between the Quirinal Palace and the Vatican have deteriorated after charges by a colourful priest close to President Cossiga that Cardinal Camillo Ruini is a freemason.

The accusation against the prelate, the head of the Italian bishops' conference, was made by Mgr Pietro Piantini during a homily on Sunday at his parish of San Lorenzo in Lucina and repeated on Italian radio. Under the 1983 Canon Law code, membership of all associations that machinate against the Roman Catholic Church is forbidden. The church treats freemasonry in this category. Previously, Catholics were forbidden to be masons under pain of excommunication.

Mgr Piantini, aged 70, rose to public prominence seven years ago when he proposed

that the late Princess Grace of Monaco should be beatified. The Italian press has dubbed him "Father Pickaxe" for his outspoken support for the president's crusade to "take a pickaxe" to the ills of the Italian political system. On Monday the Vatican denied a claim by Mgr Piantini that he had received a telephone call of support from the Pope. During a Mass on Tuesday, the Pope expressed solidarity with Cardinal Ruini.

Archbishop Remigio Ragonesim, the cardinal's deputy, said Mgr Piantini might be removed from his parish. "The vicariate of Rome, faced with reiterated, totally false, shameful affirmations proffered in these days by Mgr Piantini, ... reserves the right to adopt the necessary provisions for the good of the ecclesiastical community."

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banning of tobacco advertising reduces overall consumption.

There is also no proof that Brussels is prepared to listen to what's said to it.

TOBACCO ADVISORY COUNCIL

Hear the other side

Russia invaded by new army of fascist rabble-rousers

MOSCOW'S large Rossiya cinema was crammed at the weekend, not with film enthusiasts but unhappy patriots. The centre-right parties — such as the Russian Christian Democratic Movement and the Party of People's Freedom — were trying to devise an opposition platform to President Yeltsin.

It was, by most accounts, an orderly and impeccably democratic event, until a score of blackshirts elbowed their way on to the scene. They were toughs from the ultra-chauvinist Pamyat group and they wanted a say for their leader, Dmitri Vassilyev. Given access to the microphone, Mr Vassilyev gushed out anti-Semitic slogans and accused Mr Yeltsin of launching a "policy of genocide against the Russian nation", to huge applause and much stamping of feet from the impeccably democratic.

This is the time of the rabble-rouser in Russia. All too often you hear the fascist cliché from the 1930s — that power is lying in the gutter waiting to be picked up. The first, and perhaps most lasting, effect of these would-be

Russia's extreme right is threatening to pick up a significant chunk of the vote and change the whole political climate of the country, Roger Boyes, East Europe Correspondent, writes

autocrats is that they are wrecking normal progress towards the formation of a bourgeois centre-right grouping. In developed democracies, chauvinist politicians have been confined for the most part to the margins, disturbing to be sure but with little chance of grabbing power.

Even influential nationalists, such as Jean-Marie Le Pen in France and Jörg Haider in Austria, have to play by the rules. In Russia today there are very few rules and no mature institutions. The fascist-populists can, with minimal organisation, pick up significant, perhaps decisive, chunks of the vote and change the whole political climate.

Vladimir Zhirinovskiy, aged 45, is the leader of the mis-named Liberal Democratic Party and one of the key figures in a right-wing

coalition called Nashi (Ours). Running in Russia's presidential elections last year he picked up more than six million votes, partly, it must be admitted, because he promised to slash vodka prices but also because he was loud in his commitment to defending Russians living in non-Russian republics.

He is a "statist" — that is, he wants strong state power in Russia — but claims to be an economic liberal. His economics seem to boil down to encouragement for private business and a vague promise of personal wealth. In the Polish presidential elections of 1990, the emigré, Stanislaw Tyminski, played a similar get-rich-with-me card and won more than 25 per cent of the vote against Lech Walesa.

Mr Zhirinovskiy studied at the Moscow University Asia and Africa Institute, served



Alksnis: the "black colonel" promised the job of Baltic area "gauleiter" by the right-wing Nashi alliance

two years as an army officer, and then qualified as a lawyer. According to some reports, he was caught dealing in hard currency while a student and was pressed into service as a KGB informer. Whatever the truth of that widely believed story, the KGB certainly seems to have given him a hand up at various

stages of his political career.

There are at least three conspiracy theories about Mr Zhirinovskiy's meteoric rise and they all seem to involve the former Soviet secret service. The first is that the KGB hoped that former communists would be stampeded into unity when they were

confronted by naked fascism. The second is that, if Mr Zhirinovskiy succeeds, he will create a police-backed central dictatorship, restore order and create jobs, not least for policemen. The other theory suggests that Mr Zhirinovskiy's supporters will push President Yeltsin into more nationalist policies.

Not surprisingly, the Pamyat blackshirts have been signing up with Mr Zhirinovskiy and declaring themselves to be liberal democrats. His appeal is to those who favour the diplomacy of the thug — the Buggsy Siegel and Al Capone school of politics.

Here is an interview with the Lithuanian newspaper *Respublika*: "The territories of the Baltic republics are native Russian lands. I'll destroy you. I'll bury nuclear waste in the Smolensk region along your border. I'll move the Semipalatinsk test site to your area. You Lithuanians will die from diseases and radiation. Soon there will be no Lithuanians, Estonians and Latvians in the Baltic. I'll act as Hitler did in 1932." And, in a similar vein to an Armenian paper: "I'll strangle your independence with a

famine. What have you got? Peaches? Then eat your peaches."

The Nashi coalition includes in its praesidium the hardline general, Albert Makashev, the "black colonel" Viktor Alksnis — whom Mr Zhirinovskiy promises to make *gauleiter* of the Baltic province — and other tough, mainly former Communist politicians. Their anthem is the wartime song: *Arise huge country, arise for the last battle*.

Mr Zhirinovskiy's strangest yet best-known ally is a television reporter and anchorman, Alexander Nevzorov. A handsome, intense 33-year-old, he made his reputation with a nightly live television show called *600 Seconds*. Every night Nevzorov would go out on the streets of Leningrad (as it then was) and expose corruption and crime. His most famous scoop came when he burst into a meat-processing plant to reveal that condemned carcasses were being turned into sausages. He claims that his political conversion occurred during the shootings in Vilnius in January 1991: then he became a fully fledged, ultra-

nationalist Russian.

It is difficult to gauge the strength of the Russian extreme right. Membership figures are low and probably faked. But they are not only a third force, in the historical sense. They also appeal to and speak for a third Russia that belongs neither to Mr Yeltsin, nor to those gathered around the Gorbachevian communists.

In the cities they strike chords with the under-class, the skinheads who are so active in St Petersburg and Moscow, and with those intellectuals who are very close to the Orthodox church.

But the biggest support comes from the smaller towns and the remote countryside. There the suspicion of the new political elites is very deep: so is their contempt for the corruption of the metropolitan middle class and their fear of unemployment. Until now, they have been politically alert.

But as Mr Yeltsin's authority evaporates and chaos and crime replace the centrally managed economy, this third Russia is being jolted awake by the most unsavoury of politicians.

New army of 1.5 million proposed

Moscow presses for nuclear zero alert

BY BRUCE CLARK IN MOSCOW AND MICHAEL EVANS, DEFENCE CORRESPONDENT

AS RUSSIA yesterday called on all nuclear powers to place their nuclear weapons on "zero alert status", it emerged that the largest of the former Soviet republics is to form its own army of about 1.5 million men.

The new nuclear arms proposal was made by Andrei Kozyrev, the Russian foreign minister, at the disarmament conference in Geneva. He also said that warheads should be kept separate from their missiles and other delivery systems to prevent the unauthorised or accidental launching of a missile.

The announcement of a separate Russian army is expected to be made by President Yeltsin after tomorrow's meeting of Commonwealth leaders in Minsk. General Dmitri Volkogonov, President Yeltsin's top defence adviser, said in an interview published in the daily *Nezavisimaya Gazeta* that the chances of world war were

now virtually negligible. That meant Russia needed a mainly volunteer army of no more than 1.5 million men, compared with nearly four million currently under arms in the former Soviet Union.

General Volkogonov envisaged the army as "mobile, professional, battle-ready and capable of waging — and therefore of preventing — regional conflicts". Until now Russia had said it would not form a separate army unless forced to do so by the actions of its Commonwealth partners, at least half of whom are developing their own defence units.

The creation of a Russian defence force would be a big blow to the fragile Commonwealth, an institution that has been described by a top Ukrainian official as a "civilised form of divorce". The decision could lead to disputes similar to the long-running argument between Russia and Ukraine over the

control of the Black Sea fleet. General Volkogonov suggested that 55 per cent of the former Soviet army could remain under Commonwealth control for an initial period.

In Geneva, Mr Kozyrev suggested that all nuclear weapons should be put under the overall supervision of the United Nations and that nuclear powers should exchange data on their weapon systems and production facilities. Last month, Mr Yeltsin announced that nuclear missiles would no longer be targeted at American cities. Mr Kozyrev, however, said it was difficult to carry that out.

This was supported by Marshal Yevgeni Shaposhnikov, Commonwealth commander. He said: "The statements (by Mr Yeltsin) were political statements. Between the making of political statements and their translation into practice, some time must elapse. Retagging as such has not taken place."

The Russian foreign minister also acknowledged that there were difficulties over destroying 40,000 tons of chemical weapons inherited from the former Soviet Union. Russia had the technology, but help was needed in building environmentally safe destruction facilities.

There were reservations, he said, about agreeing to the complete destruction of factories that were once used for making chemical weapons. "In the light of our economic difficulties, we believe it would be more sensible to leave open the possibility of using some of the equipment and buildings at former facilities for the purposes of peaceful production."

Mr Kozyrev said he recognised the concern of other countries that former Soviet military scientists could be hired by developing countries to create weapons of mass destruction. He suggested the scientists could be put to work on international projects to destroy nuclear and other weapons.

They could also work with American scientists in joint research on a global protection system, replacing the American strategic defence initiative project. The system should be used to protect all countries "from possible moves by irresponsible politicians or terrorists".



Hard times: with huge price rises for food and other basic goods making most people struggle to make ends meet, one Muscovite stood on a street corner in the centre of the Russian capital yesterday trying to sell cheese as another busked with an accordion

Charges of foreign aid theft rejected

BY BRUCE CLARK

WITH Russia's dependence on food from overseas deepening by the day, officials responsible for co-ordinating the foreign aid flow have rejected charges that huge quantities of assistance are being syphoned off to the black market.

Aleksandr Zhimikov, the deputy head of Russia's Commission for International Humanitarian Aid, described as "nonsense" claims that more than half the West's contributions were not reaching the intended recipients. He said Russian authorities were working closely with the police to prevent malpractice in the distribution of aid packages, whose total volume is expected to quadruple this year to one million tons.

Mr Zhimikov's claim to be preventing fraud is a plausible one with regard to highly publicised aid efforts in which 54 flights are delivering food and medicine to more than 20 cities. This project involved the transport of an apparently small proportion of the 18,000 tons of Gulf war rations that America has promised the former Soviet states, plus symbolic contributions from as many as 50 other countries. Such efforts depend heavily on the involvement of western voluntary organisations which have experience of fighting fraud. But even Russian officials acknowledge that the railway system — which will play a crucial role in transporting food on a larger scale — is plagued by red tape, corruption and plain theft.

The global figure of one million tons greatly understates Russia's dependence on foreign goodwill — and the appalling situation that could arise if Western donors pulled the plug because of some change in Moscow's political climate. It is doubtful if the former Soviet states could afford any of the 35 million tons of grain they are expected to import this year without soft loans backed by donor governments.

Most of these imports are still subject to the bottlenecks of the Russian port and railway system. Cattle are being slaughtered early for fear of the lack of feed grain, and Russian officials say foreign supplies of fodder are the only hope of keeping the stockbreeding sector in existence. Reports from the Russian countryside suggest that spring sowing might be badly disrupted by a shortage of seeds.

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A couple of weeks ago Gerhard Schröder, prime minister of Lower Saxony, joined the protesters. "This is Schneverdingen, Lower Saxony, in the federal republic," he told 1,000 cheering local people crammed into the community centre. "This is not east of Suez."

The campaign against British troops using part of the heath as their main training ground for tank manoeuvres has been growing quickly over the past decade. With the Cold War over and the size of the British Army of the Rhine due to be reduced by a half to 23,000 men by 1995, an agreement has been reached to withdraw from the heath by mid-1994. That is nowhere fast enough for many

local people, who have formed citizens' groups dedicated to driving the British out sooner.

Even when they do leave, according to Gottfried Vauk, recently appointed to head the local nature protection academy, the pollution and damage the troops have caused to the environment will take many years and millions of marks to repair. He told a meeting this week that the area would be dangerous for children and the soil might be so polluted that it would never again grow the purple heather that covers the area in a riot of colour each August.

Yesterday it was easy to believe that he must be right. Standing by the tank bridge leading on to one of the "red areas" where tracked vehicles have churned the heath into a muddy moonscape, pitted with deep puddles, and with 1,000hp tank engines throbbing under the mist, no scene could have been more desolate.

"We are definitely in retreat here," Major James Miles admitted. "But the Gulf proved you have to have soldiers to protect democracy — and if you have soldiers, you have to train them."

Germans step up demands for British troops to go

FROM IAN MURRAY IN SCHNEVERDINGEN, LÜNEBURG HEATH

A SMALL sticker showing a tank painted with the Union Jack has begun appearing everywhere on the trees and road signs around Lüneburg heath. For the British it is not a friendly sign. It is a friendly sign. "Time to go home," it reads.

The whole of the Prussian training grounds here, where the British army kept its armoured divisions ready throughout the Cold War and prepared them for the Gulf war, is under fierce bombardment from local citizens' groups demanding "Tom-mies raus".

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Tintin's creator defended

Paris: A court here has sentenced the Belgian publisher Doile-Morgen to pay a symbolic franc (10p) in damages to the widow of Georges Remi — better known as Hergé, creator of the Tintin comic books — for false representation in a strip called "The Sex Life of Hergé".

In the strip, the late creator of the clean-living, kind-hearted and courageous reporter and his faithful dog Snowy is shown as "telling racist and pornographic stories to a young boy, with whom he later has sex". (AFP)

Ice blamed

Stockholm: Swedish investigators said ice on the wings that was sucked into the engines probably caused a Scandinavian Airlines plane to crash soon after takeoff last December. All 129 people on board the aircraft survived. (Reuters)

Club bombed

Stockholm: A bomb has destroyed a Croatian immigrant club building in the western town of Gothenburg. Police said the bombing might be linked to a recent wave of attacks against refugee camps and immigrants in Sweden. (Reuters)

Drug epidemic

Rome: A third of Italy's jail population suffers from drug addiction and 15 of every 100 soldiers may have a drug problem, a government report says. Officials said that more people die in Rome from drug overdoses than in New York. (Reuters)

Venice action

Rome: More than 25 years after floods ravaged Venice, the government has begun spending money allocated to save the city from future floods. "This is the turning point for Venice," Giovanni Prandini, the public works minister, said. (Reuters)



Baker to propose Baku link

Baku, Azerbaijan: James Baker, the American Secretary of State, decided yesterday to recommend the establishment of diplomatic ties with Azerbaijan in spite of its record of human rights abuses, particularly in the predominantly Armenian enclave of Nagorno-Karabakh, officials here said.

Mr Baker, who is visiting six former Soviet states to which he has not previously been, said President Mubalibov had undertaken to fulfil all the requirements for US diplomatic recognition, including respect for human rights. "We have no reason to believe the assurances will not be followed through," he said after meeting Mr Mubalibov.

Largely Islamic Azerbaijan has been waging a worsening war against Nagorno-Karabakh. It has also imposed a blockade against Armenia, which supports the enclave's desire to secede, leaving its neighbour virtually without winter fuel.

Washington is concerned that the bloody conflict may be a precursor to the eruption of other simmering ethnic disputes in the former Soviet Union which were kept in check for 70 years by authoritarian Communist rule. (AP)

● Prague: A mission from the 48-nation Conference on Security and Co-operation in Europe left here yesterday for Nagorno-Karabakh, the official CSTK news agency said. The organisation's foreign ministers decided last month to send a fact-finding mission to the enclave. (Reuters)

'Bugged' Arafat plunges Paris in hot water again

THE French government reacted with sharp displeasure yesterday to publication of what is claimed to be the transcript of a bugged telephone conversation in which Yasser Arafat expressed hatred and contempt for France's "dirty civilisation". The same transcript contains nakedly anti-Semitic remarks allegedly made by the chairman of the Palestine Liberation Organisation during a conversation with Ibrahim Souss, his representative in Paris.

In an unusually swift response to the broadcasting of the alleged conversation by Cable News Network, a foreign ministry official said that, if such views had been expressed, "they could only

arouse the indignation and reproach of France". Emphasising that the Quai d'Orsay had no information about whether the transcribed conversations had actually taken place or how they came to be recorded, the spokesman noted that Mr Souss had already rejected the allegations out of hand.

For his part, Mr Souss called the use of the transcript, which was yesterday published at length in the French newspaper *Libération*, a "gross manipulation". Announcing that he and Mr Arafat would sue CNN "and all those who accuse us of anti-Semitism", Mr Souss said in Paris that Israel might be behind an

Peter Stothard in Washington and Philip Jacobson in Paris report on French and PLO embarrassment over an alleged anti-Semitic tape

attempt to undermine the PLO's standing in the West. Official sources in Washington were cautious about the tape which, while sounding like Mr Arafat to those familiar with his voice, had been published in a way so clearly to the benefit of the Israeli government.

A CNN spokesman said that the network stood by its report. The two speakers heard on the tape discussed the controversy that had arisen in France after the

tributed to Mr Arafat replies: "The Jews at world Damn their fathers! Dogs! Filthy! Dirty All this for one sick man." He then refers to "the rotten Jews with whom we will settle accounts in the future."

Mr Souss believes that the tape is a "montage", splicing cleverly fabricated passages into a conversation that he freely agrees took place with Mr Arafat after the Habash affair erupted.

There will be speculation that the tape — genuine or doctored — could have originated in the French intelligence community. The Habash visit was bitterly resented by senior officials engaged in counter-terrorist operations, who claim they

were not consulted before he was allowed to enter France.

The Israeli government, however, refused yesterday to react to the alleged anti-Semitic remarks. Ehud Gol, a spokesman for Yitzhak Shamir, the prime minister, said: "I would say that any reaction or commentary on what Mr Arafat said is unnecessary, since he is not worthy of it. We do not need any additional proof of the character of this man or his organisation as expressed by his repulsive words."

Shimon Peres, the Labour leader, condemned the "ugly statements", but emphasised the importance of continuing dialogue with Palestinian leaders from the occupied territories.

US election campaign

Revitalised
Bush comes
out fightingFROM MARTIN FLETCHER
IN CONCORD, NEW HAMPSHIRE

PRESIDENT Bush announced his candidature for a second White House term yesterday with an aggressive, tub-thumping speech that set the tone for what promises to be nine months of brutal campaigning.

At a razzmatazz ceremony before hundreds of hand-picked supporters in a Washington hotel ballroom, Mr Bush embraced conservative themes largely ignored for the past three years, took pot shots at the character and policies of his opponents, and heaped the blame for the domestic failures of his first administration on Congress.

"We are in a tough fight," said Mr Bush, who enters the race with some of the lowest approval ratings of any president seeking re-election since the war. "But," he added, "when principle is at stake I fight to win. I am determined to win, and I will win."

He mocked the isolationism of Patrick Buchanan, his conservative Republican challenger — "our national bird is the eagle, not the ostrich". He and his wife Barbara, who introduced him, spoke of their family values, the weak spot of Bill Clinton, the Democratic candidate who has admitted extra-marital affairs. Mr Bush even recalled his war record, knowing that Mr Clinton is embroiled in allegations of Vietnam draft-dodging.

Saddam's
son-in-law
back at top

Cairo: President Saddam Hussein of Iraq moved to quash rumours that family feuds were undermining his regime by formally reinstating Lieutenant-General Hussein Kamel Hassan, his son-in-law, as a presidential adviser, three months after dismissing him as defence minister (Christopher Walker writes).

The ruling Revolution Command Council said that General Kamel, aged 37, a man regarded as having played a key role in developing Iraq's nuclear weapons programme, would enjoy all the privileges of a cabinet minister.

Comradely link

Hanoi: China and Vietnam pledged that the phase of confrontation was over and a new phase had begun, as Qian Qichen, Chinese foreign minister, flew in to be greeted by Nguyen Manh Cam, his Vietnamese counterpart. (Reuters)

Floes laboratory

New York: American and Russian scientists have started setting up camp on a 1.7-mile-long ice floe that has become the first floating Antarctic research station. The laboratory will study the interaction of air, ice and the ocean. (AP)

£2m for boy

Melbourne: The Supreme Court awarded a record £2.2 million to Shane Gladwin, aged 11, who sued his mother and another driver over a car crash which left him quadriplegic and able to breathe only with a ventilator. Insurers will pay the sum. (Reuters)

Amnesty plea

London: Amnesty International has called on Yitzhak Shamir, the Israeli prime minister, to intervene to stop the torture and ill treatment of detainees after last week's death in custody of Mustafa Akawi, a Palestinian who had complained of torture. (AP)

Police killed

Lima: Three police officers were killed and the American ambassador's residence was damaged in one of seven bombings here. Two other police officers were badly hurt in the attacks which also damaged five banks and a cinema. (AP)

High-speed sex

Wellington: A television network was rebuffed for showing a couple demonstrating 69 sex positions in 60 seconds. The broadcasting standards authority said the explicit TV3 news item was not generally acceptable in New Zealand. (AFP)

"In 1992 the American people will decide what kind of leadership they want," Mr Bush said. "They will decide which team has the character, experience and toughness to make the important decisions. They can cast their lot with a lot of fresh faces who tout stale ideas, but they won't. Voters know the difference between a sound bite and sound policy."

Mr Bush laboured the high spots of his first term: communism's collapse, the diminished nuclear threat and the Gulf victory. "Because we did the right things, America stands alone, the undisputed leader of the world," he said, as his audience chanted: "Four more years."

He blamed America's economic stagnation, tax increases, and his lack of domestic accomplishments on "the entrenched opposition in Washington that has clung to old failed ways not out of principle but out of sheer politics". No more, he said. "To those who want to obstruct progress, we say: 'Get out of the way. We have got an agenda.'" To revive blurred distinctions between Republicans and Democrats and blunt Mr Buchanan's right-wing challenge, Mr Bush listed as his future priorities such Reaganesque nostrums as smaller government, stronger defence, and greater parental choice.

Mr Bush flew directly to New Hampshire where, six days before the first primary, aides remain worried by Mr Buchanan's challenge. The president leads by roughly 60 per cent to 30 per cent in this recession-battered state, but his support is lukewarm, and many Republicans still undecided.

The White House has mounted an eleven-hour blitz to erode a large protest vote. It is offering "exclusive" Oval Office interviews to a flattered local media and, in the style of 1988 when Mr Bush ripped into Robert Dole in the final days, has prepared negative advertisements attacking Mr Buchanan which it will broadcast this weekend if necessary.

Diary, page 12



Twin century sisters, Kin Narita, right, and Gin Kanie, celebrating their 100th birthday in Kin's house in Nagoya in central Japan. The sisters have become showbusiness personalities in Japan after the filming of a television commercial recently. Their names, Kin, which means gold, and

Gin, meaning silver, are popular in a country where longevity is an honour, and is bound to lead to a new generation of children being named after them. They have become such a hit that they are to make a compact disc recording debut later this month, narrating their memories of events when

they were children. Four years after their birth Japan invaded Korea, and ten years after that the Japanese astonished the Western world by defeating tsarist Russia. However, Kin and Gin are not planning any promotional events at the moment due to their age and health.

Tyson's victim may
make mercy plea

FROM CHARLES BREMNER IN NEW YORK

DESIREE Washington, the teenager whose charge of rape brought down Mike Tyson, may ask the court in Indianapolis to spare him a prison sentence, her lawyer hinted yesterday.

"She wants to testify," said David Hennessy, talking of the boxer's scheduled appearance in court on March 6, when Judge Patricia Gifford will listen to evidence on his character and pass a sentence which could, in theory, range from a suspended term to 60 years in prison. "She might surprise some people, but it's for her to say."

Under Indiana law, judges must pay heed to a plea for leniency from the victim of a crime. But local lawyers said they were certain the boxer would have to serve time, probably two or three years at least. Any other action would contradict the "message" which the Indiana prosecutor

and the jury said his conviction was supposed to send to the world: that celebrities have no immunity to the criminal code.

A host of famous people, including the Rev Jesse Jackson and stars from the sporting and entertainment world, are expected to troop to Indiana to give character references for the fallen boxer. The next question will be whether Judge Gifford, a former sex crimes prosecutor, orders him to report to jail or await the outcome of the cumbersome appeal machinery.

"This was just round one," an unrepentant Tyson said from his Ohio camp yesterday. "It ain't over yet. I'm ready to go to war," against Ms Washington, he told the *New York Post* in his only public reaction to the guilty verdict which is expected to end his professional boxing career.

Pakistani forces
shoot KashmirisFROM CHRISTOPHER THOMAS IN CHINARI,
PAKISTAN-CONTROLLED KASHMIR

PAKISTANI police, troops and paramilitary forces yesterday fired on thousands of unarmed Kashmiris trying to cross into India, killing at least six and wounding many more. Last night Kashmiri militants claimed 12 people had died.

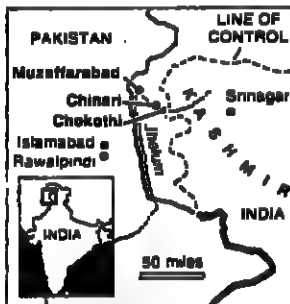
The victims, battered by driving wind and rain, fell into freezing mud on a rough mountain track six miles from the border. Then they were dragged away to ambulances and taken to a makeshift hospital.

Behind barriers less than 50 yards away, at least 1,500 people continued to stand silently facing the guns pointed at them, flinging themselves into waterlogged ditches when the Pakistani forces opened fire.

The macabre confrontation continued until late last night before people reportedly began filing away from the border. Amanullah Khan, leader of the Jammu and Kashmir Liberation Front, which organised the attempted border crossing, was reported by his supporters to be under arrest. But state government officials insisted he was at large and had agreed a peace deal.

About 8,000 people attempted to storm the border after marching from the village of Chinari. Several hundred police confronted them at a narrow bridge across a deep gorge. Tear gas filled the air as the crowds chanted anti-Pakistan and anti-India slogans and demanded an independent Kashmir. Police atop a 300ft cliff hurled stones into the crowd, inflicting many head wounds.

Several hundred young men clambered up the rocks from a different direction and stormed the police from behind. There was a momentary stand-off as young officers aimed their rifles and then threw them to the ground. A deputy superintendent of police was taken hostage and beaten.



his government could support independence for the territory. Pakistan has previously insisted that Kashmiris should choose between India and Pakistan in a plebiscite, as resolved by the United Nations after the first war between the two neighbours in 1948.

Mr Khan, who had led 10,000 people on a march from Muzaffarabad to Chinari, began the day yesterday with a rally at which he declared his readiness to die.

Defiant Sikh militants killed five bus passengers yesterday before the elections which they oppose in the north Indian state of Punjab, domestic news agencies reported. The agencies said two men travelling on a bus stopped it near the city of Bhatinda, then sprayed it with automatic gunfire, killing five Hindus and wounding two. (Reuters)

Royal visit, page 1



Pot shot: actress Jodie Foster brandishes the traditional brass pot awarded her by Harvard University's Hasty Pudding theatre group as its 1992 woman of the year

Hong Kong gives boat people hard lesson

Joanna Pitman writes from Hong Kong that the message of forced repatriation has penetrated Vietnam and cut down the flow of migrants

far this year, a dramatic reduction from the 606 who were washed up on Hong Kong shores in the same period last year.

"The slowdown is undoubtedly the result of the October agreement. The Vietnamese now know we mean business," said Paul Brown, a Hong Kong government spokesman.

The government's boat people problems, however, are by no means over. Senior officials were marvelled yesterday at Vice-President Dan Quayle's ill-informed and counterproductive comments on the refugee issue in London this week. Mr Quayle said that all Vietnamese boat people were political refu-

gees and should be differentiated from the Haitian refugees streaming into America. The spread of misinformation is highly damaging. He clearly has no idea about the refugee status determination procedure which has been in operation since June 1988," said Mr Brown.

More than 21,000 Vietnamese boat people in Hong Kong have failed to secure refugee status and have been labelled as economic migrants. A further 33,358 are waiting to be screened. All have spent years locked up in squalid, prison-like detention centres, some for almost five years, harbouring dreams of a miracle resettlement

offer and a new life at the wheel of a glossy sports car in Los Angeles.

A trickle of realists are volunteering to join the repatriation programme of the United Nations High Commissioner for Refugees. Others, like yesterday's batch, are being unceremoniously deported.

If Hong Kong's screening process is slow the deportation programme is expected to be equally time-consuming. Vietnamese government obduracy over timing and repatriation payments is likely to prolong the programme for at least another three years.

Hanoi, welcoming back the 36 deportees yesterday, said that Vietnam was not getting enough of the financial aid promised to help make the agreement work. Unaware of the political games being played out over their heads, the 24,000 inmates of Whitehead, Hong Kong's largest and

most tightly packed detention centre, were yesterday shuffling aimlessly up and down behind the three metal fences and rolls of barbed wire that separate them from the outside world and their dreams. Miserable scraps of clothing hang limply pegged outside grim, corrugated-iron hangars where they sleep in bunk beds stacked three or four deep up to the ceiling. Many still repeat their threadbare tales of political and religious persecution, others who have been drafted into centres for volunteer returnees, openly admit that they came to Hong Kong in search of a higher standard of living.

Their living conditions are in many cases worse than those they left behind. Thousands of babies are born in confinement every year and know no other life. A microscopic version of New York-style gangland warfare goes on.

PEOPLE

Towering tribute
to Glenn Miller

The family of big band leader Glenn Miller are trying to buy the control tower at the disused English wartime airfield where he was last seen alive. They want to dismantle the derelict tower and take it back to America as a tribute to him. Miller flew from Twinwoods airfield in Bedfordshire in 1944 on his way to Paris and was never seen again — it's assumed his plane crashed into the sea. Barry Soper, his son-in-law, wants to buy the tower from farmer John Abraham.

commerce in Richmond, Surrey. Proctor rebuilt his shattered life by opening a men's shirt shop in the town called Proctor's Nuts.

The voice of Richard Burton is to be heard again, eight years after his death. An animated version of *Under Milk Wood* by Dylan Thomas is being produced around Burton's original BBC radio recording first broadcast in 1954. The film will be broadcast by BBC2 and the Welsh version of Channel Four to mark St David's day this year.

The commander of British forces during the Gulf war is visiting the region to introduce his successor as Middle East adviser to Britain's defence ministry. Lieutenant-General Sir Peter de la Billière, who left active service soon after the war, and his successor, Lieutenant-General Sir Michael Wilkes, called on Wednesday on UAE chief of staff, Lieutenant-General Mohammad Saeed al-Badi.

Gene Tierney's diamond necklace fetched \$27,000 (£15,000) at more than 1,000 bidders joined in a three-day auction in Houston, Texas, of the late film star's personal possessions. More than 2,300 fans and collectors showed up for the sale. The 130 lots included jewels given to the actress by Prince Aly Khan, with whom she had an affair in the 1950s.

Joan Collins has given mouldings of her hand and foot prints so that Bath can set up its own version of the Hollywood walk of fame. Maureen Lipman, Edward Fox, Sir Michael Hordern and Sir Peter Ustinov have given similar prints.

Former Tory MP for Billericay, Essex, Harvey Proctor, forced to stand down because of a homosexual sex scandal, is to become the president of the chamber of



Cambodian head of state Prince Norodom Sihanouk has opened a clinic to fit artificial limbs, offering new hope to tens of thousands of mine victims. The "Limb Project" of the British-based charity, Cambodia Trust, has been set up at Calmette Hospital, Phnom Penh, at a cost of £3 million.

SHOP IN
THE
NAME OF
LOVE.

For the supreme display of your affection this Valentine's Day, pay a visit to Harrods. There you'll find everything your true love's heart desires. For the woman in your life, we have an exclusive range of silk Chaslyn nightwear, from £129. Then there's the romantic scent, 'Escada', from £24-95 for 25ml. While for the last word in love, we have a box of four scented books by Sheila Pickles, priced £55. If you want to show your man how much you care, we also have a wide range of equally romantic gifts.

These include silk boxer shorts, priced £19-95. Valentines' socks featuring a number of heart designs, priced £8-95. And Calvin Klein's 'Eternity', priced £33-75 for 100ml. If, however, you know that the only way to a man's heart is through his stomach, our Georgian Restaurant is serving a special Valentine's Lunch, priced £24-75. But, of course, whatever you're looking for this Valentine's Day, we can provide it. So before you shop in the name of love, there's only one name to remember. Harrods.

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God save the anthem

Peter Millar laments a loss of patriotic propriety

We British like to think of ourselves as traditionalists. It is surprising, therefore, how readily we abandon our traditions. For a country that rates near the top of international patriotism polls, the playing of the national anthem on public occasions, except when the Queen is present, has become the exception rather than the rule. It was not always so.

Anyone now approaching middle age may have a copy of a classic LP by John Mayall's Bluesbreakers, the 1960s training school of rock guitarists, in which the maestro breaks into a tortured guitar rendition of *God Save the Queen*. This was not an attempt to ape Jimi Hendrix's distorted *Star Spangled Banner*; the Bluesbreakers had been on tour in Northern Ireland and were informed by the management at the end of one gig that it was customary to play "the Queen"; indeed that in this loyalist area it would be unwise to refuse.

There was another side to the coin. When I was a teenager in Ulster it was acceptable for customers to rush out of the cinema before the national anthem began, but once it had started you stayed. Dances and discos ended obligatorily with "the Queen". A friend of mine, a singer in a second-rate rock band playing at a youth club in Conlig, a dingy village in North Down, observed bouncers being brandished in the audience as the preliminary to a fight. While the bouncers rolled up their sleeves, he grabbed the microphone and burst into, "God save our gracious Queen, long live..." The pugilists froze to attention and by the time my friend was wondering whether he could remember the "knaveish tricks" bit in the next verse the emotions had cooled. The dance ended early but without bloodshed, proof that even in Ulster, where patriotism can be twisted to unpleasant ends, there is still something to be said for a sense of identity.

We do not have the excuse other nations have for not singing their anthems, for all our griping about it being a dull tune. With race top of the election agenda in France there are few politicians, except for Jean-Marie Le Pen, who sing without second thoughts the line in *La Marseillaise* that urges "let impure blood stoke the thirst of our fields".

The Russians, inevitably, have even greater difficulties. Until the second world war they did not have an anthem, making do with *The Internationale*. The one composed for Stalin to stir national pride in the war against Hitler is a rousing martial tune, but it ceased to be sung after 1956 until deletion of a mention of "veliky vozhda" — the great leader. But now the anthem has met the fate of the country it celebrated.

The East Germans, too, were banned from singing their anthem, in their case because of a reference to a "united fatherland", which ceased being a policy when once it was realised the West was addicted to capitalism. The West Germans ploughed on with the *Deutschlandlied*, written by the poet Heinrich Hoffmann von Fallersleben in 1841, but singing only the second verse about "unity and law and freedom" instead of "Deutschland über alles". That was originally meant to be a patriotic invocation on the lines "my country before all else" but it was correctly perceived that Hitler had altered the context.

Since unification the main German television channels and their broadcasts with the *Deutschlandlied* played over pastoral views. To ward off any accusations of militant nationalism one channel follows the national anthem with the choral passage from Beethoven's Ninth, adopted as the European anthem.

Post-Franco Spain has had no such difficulty: the nightly television programmes of TVE end with a high-tech spinning globe resolving into a patchwork quilt of the Spanish regions with, superimposed, the arms of the Bourbon-Parma family. For the next few minutes, to the strains of the national anthem, we are treated to a clever rotating montage of members of the royal family. It is jolly stuff that manages to combine a sense of national identity without being offensive or kitsch. Most of us remember only too well how the BBC used to end an evening with footage of the young Queen Elizabeth on horseback at the Trooping the Colour. Perhaps the proto-republicans should take a back seat and let Anthea Turner, the old cun to celebrate the 40th anniversary of the accession. There is nothing wrong with standing up to be counted.

The arguments for banning tobacco advertising throughout Europe are hollow, says Winston Fletcher

Ifs, butts and Brussels



Threatened species: does Marlboro man deserve oblivion?

youngsters to start smoking. But they do seem to offer strong circumstantial evidence. Strong enough to convince the Canadian court that examined all the international data and declared last summer that there is no proven connection between advertising and tobacco consumption, and no proof at all that a ban on advertising results in a fall in smoking.

For many years successive British governments have reached the same conclusions.

Now, if the EC draft directive which MEPs voted for this week becomes law we will be forced to march to a European tune.

Yet banning cigarette advertising may well have exactly the opposite results to those the European do-gooders intend. And the cigarette companies may eventually discover the ban to have been a blessing in disguise.

In the first place they will make a great deal more profit. Banning advertising and spons-

orship will immediately save them more than £100 million a year. Second, it will effectively stop foreign competitors entering the market, good news for several of the European state tobacco monopolies, which are currently losing market share to the multinational manufacturers. Third, it will remove all those frightening health warnings — which smokers cannot help noticing notice despite themselves — from the hoardings and the newspapers, and stop manufacturers promoting low tar brands.

Fourth, a ban may even help reverse the present downward trend in consumption, as it appears to have done in several other countries. There are many addictive habits — marijuana and cocaine usage, for example — that thrive without advertising. It is at least feasible that all the posters and publicity reduce the subversive glamour of cigarettes for the young, and

that a ban will enhance it. Human beings can be far more perverse than the bureaucrats in Brussels realise.

I have no vested interest in the advertising of cigarettes. As it happens, I have not handled a cigarette account for more than 20 years. I have no desire to see one single person die younger than they need. If banning tobacco advertising worked, I would be all for it; but it will not. It simply foists more unnecessary European controls on us — and makes those who inflict them feel good.

Nobody objects to futile moral gestures as long as they do not interfere with other people's freedom. If you want to shave your head and dance along Oxford Street chanting Hare Krishna in the hope that it will bring peace and love to mankind, that is no problem. But if you indulge in futile moral gestures at other people's expense — selfishness masquerading as selflessness — that is another matter.

The author is chairman of Delaney, Fletcher, Slaymaker, Delaney and Bozell.

Dirty linen on the Siegfried line

Bernard Levin finds the curse of the Wagners visited on a new generation

Shakespeare had a word for it: "What? Will the line stretch out to the crack of doom?" I wrote this, in these very columns, on October 10, 1978.

With the possible exception of the House of Atreus, I cannot think of a line more dreadfully cursed, from generation to generation, than the family Wagner. Richard Wagner was about as detestable as it is possible for a man to be. To the hideous war in his own personality, he then proceeded to ally the blood of... Cosima, a fitting consort... for the monster himself... Then their son, Siegfried, married a woman who was... the only human being in existence who could actually give both his mother and his father a start and a beating in the way of character... There were dreadful aunts who quarrelled and denounced... from time to time some member of the family would apply for injunctions to prevent another from entering not only the family home but the very town... beside Richard Wagner's grave, Richard Wagner's daughter-in-law was flamed with the rest of Richard Wagner's family, not a single one of them willing to stand near her... I saw two of them... all living smiles... there had once been a hatred so intense that one of them had calmly threatened to have the other murdered...

Why, 13 years later, do I return to this racist stewpot? Because, believe what you will, it has actually got worse. If you have shudders, prepare to shudder them now. This time, the central figure is Wolfgang, who shared responsibility with his brother Wieland (they were the composer's grandsons) until Wieland died 25 years ago, since when the entire command has fallen to Wolfgang.

And that's the trouble. A trouble that can never be measured by the fact that Wolfgang has taken out an injunction against his own son,

Gottfried, by the terms of which Gottfried may not enter the family home or the opera-house; Gottfried's cousin (himself an opera director) has fallen under a similar injunction.

Winfried, Wolfgang's mother, was an enthusiastic Hitler-lover to the end of her life (her sons banned her from the theatre, but at least that was for a good reason) and Gottfried has visited Israel and spoken there about the Nazi taint that has indelibly stained the place. Such lese-Wagner was painful for Wolfgang, whence the estrangement; there has been talk in the family and outside about Wolfgang's own position vis-à-vis Nazism (Hitler kept him out of the armed forces, I know of no anti-Semitic or Nazi comment or action on the part of Wolfgang, but with the amount of mutual hatred in the family it is not surprising that somebody in the old podrida of Wagners would sling some of that mud, too).

There are more echoes; Wolfgang not long ago divorced his wife and married his secretary, 25 years his junior; none of our business, certainly, but the family is convinced that he intends to hand the whole caboodle over to her in due course. Writs and injunctions are ready to fly.

Well? Can you really believe that these poisonous shenanigans are just coincidences, rather than a case of a special gene? Many a family has a ne-do-well or even a mad grandmother in the attic, but very few have a dozen generations of rotters as well as an attic threatening to collapse under the weight of lunatics up there.

There is a dreadful clue that points to the truth: Richard Wagner's physiognomy is so striking (just look at the chin) that once seen it can never be forgotten. If you lined up the entire surviving family of his descendants, you would see that



portrait again and again, until you begin to look nervously over your shoulder. It is most striking in the late Wieland (the grandson who had the sense to die young), but it is there in Wolfgang, too, and in other members of the tribe.

"There's no art to find the mind's construction in the face," I have always thought Shalepeare was right. But perhaps for once he was wrong; after all, he never met a Wagner in his life. Though come to think of it,

if he never met a Wagner, how did he portray them so lifelike as Macbeth, Goneril, Regan and Titus Andronicus? ("Why there they are both, baked in that pie. Whereof their mother daintily hath fed").

I have often pointed to the darkness that lurks in his operas, with the single exception of *The Mastersingers*; if, as I believe, the reason that so many people hate his music is that they cannot bear to have him tear away the veils beneath

which we hide the terrible truths about ourselves, it is no great step from that conclusion to the thought that the Wagner family must have been, and must be, closer to that unveiling than any listener to his works. And it is not impossible that Hitler, who knew Wagner's oeuvre intimately, went down into that darkness and batted in it so long that it entered, for ever, into his infinitely corruptible soul.

Perhaps we should seek clues in the works themselves. What

about Alberich, the elemental evil, and the curse he laid upon God? But remember why he cursed; he had been cheated. The rules were clear: only he who would forsake love could seize the gold. Alberich forsook love and seized it, but it was stolen from him, and by whom? By God. That, surely, is enough to poison all mankind, let alone a single family.

Or take Hunding, another cheated man. He returns home to find a stranger with his wife. She explains he was exhausted and had sought shelter, and she had obeyed the rules of hospitality. Well and good; Hunding says to the stranger "Heilig ist mein Herz: heilig sei dir mein Haus" ("My heart is holy; let my house be holy to you.") And how is he repaid? By having his wife, stolen by the stranger, Siegmund, who (by the way) is the wife's brother. Is there not darkness in incest, too?

But before that happens, Hunding delivers the great monologue, *Ich weiss ein wildes Geschlecht* (I know a savage race) in which he accuses the tainted tribe on which he has sowed vengeance. On the morrow, Siegmund and Hunding must fight to the death, and they do. Siegmund falls, and again God cheats with a wave of his divine hand. Hunding, the avenger, falls dead.

I have wandered far from Bayreuth and its accursed family; I can't quite see Wolfgang Wagner fighting a duel. All the same, the *wildes Geschlecht* will never stop their internecine fighting around the Festspielhaus, the focus and purpose of the whole Wagner darkness. If it was not there, I am convinced that in a few generations the Wagners would be ordinary people with ordinary quarrels. Though I have had some of the most wonderful experiences of my life in that poisoned place I must announce the only solution: evacuate the building, burn it to the ground, and sow the ruins with salt.



...and moreover

CRAIG BROWN

On Tuesday I confessed to an early adoration for the balladeer Engelbert Humperdinck, whose top ten hits included (or should that be "consisted of") *Release Me* and *The Last Waltz*.

I had become a fan of Humperdinck and his works in the school holidays. Many are the schoolboys who form an enthusiasm in the holidays only to regret it in term-time; I was no exception. On my return to school I boasted of my new hero, only to find myself an object of hilarity, giggled at by all ranks.

Usually, schoolboys and teachers are opposed in their likes and dislikes. Teachers like Latin constrict and clean hands; schoolboys like chewing gum and hands in pockets; teachers don't. But the merest mention of Engelbert Humperdinck united both sides in open derision.

English prep school boys are merciless types. (I know of one who, after the death of his father, was nicknamed Dad's-Dead by his friends.) Such was the massed frenzy of the anti-Humperdinck movement at my prep school that within three or four days of the beginning of the new term I had stopped singing *The Last Waltz* from beginning to end, even in my own mind.

Instead, I was struggling to develop an enthusiasm for "Ker-nackers", a craze involving two heavy plastic balls on strings to be banged furiously together, to no obvious purpose. (These had taken over from an earlier, rather more rewarding, craze for

sending half-chewed Mars Bars back to the manufacturer complaining of dissatisfaction, with a view to receiving a large Mars Party-Pack selection by return of post. This craze had come to an end after a representative from Mars had a quiet word with the headmaster.

By the time the next term came round, all but the most diabolic boys had forgotten my keenness for Humperdinck. I had submerged myself in more conventional fads for Swiss army knives, Tintin and Getting Off Games. Never again would I bring out my one Engelbert Humperdinck album; never again would I mime "I had the Laaaaaast Waaaaaltz with Yoooooo, Two Looooony Peeeecepul Tooge-e-therr".

Yet time never entirely heals the injuries inflicted by earlier bosh-shots in taste. I still feel awkward on those few occasions, perhaps once every three years, when Engelbert's name comes up in conversation. Only a few months ago I was walking past the London Palladium when I saw a billboard advertising a season of concerts by him. Quite involuntarily, my pace quickened; some part of me dreaded to be seen by an old school chum so close to the name of my former hero.

Of course, I would not feel such embarrassment if there were not still a little part of me that insists upon singing along to *The Last Waltz*, of which it — irritatingly — knows all the words. Dawdling in a bookshop the other day, I picked up a

biography of Engelbert's stable-mate, Tom Jones, and, guided by external forces, found my hands flicking through the index to H. for Humperdinck, Engelbert. I learnt with mounting interest that, in the early 1960s, Engelbert and his first plain, Gerry Dorsey, had conceived the idea of spending seven months recuperating in hospital, that he once composed a song called *Three Little Words* for a group called *The Applejacks*, and that, in the words of his tour manager, "Eng's rather melodramatic. He needs to feel that he's important, he needs a little bit of 'come on, Eng, do it for me'".

The more embarrassing one's childhood crazes, the harder they are to shake off. Only when I look at the crazes suffered by my schoolboy contemporaries do I feel any sense of comfort. For instance, Mr Charles Moore, now deputy editor of *The Daily Telegraph*, was a schoolboy enthusiast for the Campaign for Real Ale, forever ranting against "that fizzy commercial stuff". My Nicholas Coleridge, now managing director of Condé-Nast Publications, used to have a poster of a dead soldier on his wall at school with the slogan, "War — It's a Dying Business". Others had Salvador Dali on their walls, the Liverpool poets in their bookshelves. The Groundhogs on their record-players and flared Day-Glo koo-pants in their wardrobes. I am glad to say such memories make my old afflictions that much easier to bear.

The velvet barricades

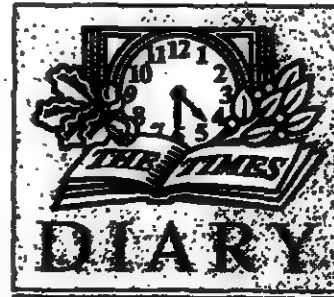
HECKLING the Lord Chancellor may be unprecedented by solicitors' standards. But it was hardly what Arthur Scargill or any self-respecting member of the Socialist Workers' party would have recognised. The protest by 2,000 solicitors in support of Legal Aid yesterday resembled nothing so much as the sixth form of a minor public school on its annual outing.

Anyone looking for middle class yobs on the rampage would have been sorely disappointed. No one chanted "Mackay out" and there was not a placard or banner in sight. The sole nod in the direction of militancy was an abundance of badges, discreet lapel jobs bearing the less than revolutionary slogan "Save Legal Aid".

The well-scrubbed solicitors waved their leaflets, queued patiently for the Coke machine in Central Hall and consumed their packed lunches of crisps, apples and orange juice with expectant glee. For some, used to dealing with unpaid parking fines, grandmothers' will and chains of housebuyers, the excitement was immense.

Then Lord Mackay rose like a headmaster to address them. The solicitors momentarily forgot they were there to protest and offered him respectful applause. Several of the bolder boys in the back row (and they were almost all boys) were soon shouting "rubbish", albeit in restrained tones. But when Mackay sat down, after effectively telling them to get lost, they politely applauded again.

Judy Roy, the Law Society's parliamentary liaison officer, was in a flap. "This is my first mass lobby and the police sergeant we were dealing with had a heart attack



this morning." All will wish him a speedy recovery, but in his indisposition he need not have worried about scenes of public disorder on his patch. Nor do Norman Willis and the TUC need to hold their breath awaiting an application from a militant solicitors' trade union.

But who knows? The Law Society's Val Nathan thought that perhaps the event might give the legal profession a taste for protest. "You can only revolutionise solicitors so far," she said with just the faintest tinge of regret. "But this is certainly the most fun they've had in years."

Cartbundes revisited

THE QUEEN, who unlike her eldest son tends to keep her views to herself, will today discreetly enter the great architecture debate. She is to open "On The Side of The Angels", an exhibition at the Royal Fine Art Commission that celebrates its greatest victories against assorted monstrous cartbundes, including such causes dear to the Prince of Wales as blocking a skyscraper on the site of St George's Hospital.

The question mark in the title, however, is just as well. Also championed in the exhibition is the Lloyd's building ("one of the most remarkable of the decade" accord-

ing to the commission) designed by Sir Richard Rogers, whom Prince Charles most certainly does not regard as part of the angelic host. Lord St John of Fawsley, chairman of the commission, was refusing to take sides yesterday. "The commission promotes no style or fashion, only good architecture," he says diplomatically.

The exhibition, which runs in London until February 21 is quite wonderful — but then we would say that. "It is happening entirely due to *The Times* diary," says St John. "I first met Nicholas Jenkins and Stephen Blundell, who designed the exhibition, at your party last year. The whole idea arose out of that." Glad to have been of service.

Everyone's cameras missed the best pictures as police defused the Whitehall bomb on Tuesday. Only a few ducks and a handful of astonished tourists enjoyed the rare sight of Alistair Goodlad and Tristan Garel-Jones, the government whips, forced by the disruption to walk across St James's Park in full morning dress on the way to a royal audience at Buckingham Palace to be sworn in as members of Her Majesty's Most Honourable Privy Council.

Saint George

THE British wing of President Bush's fan club last night celebrated the announcement that he would be running for a second term with a glittering dinner at the Hyde Park Hotel. Chris Patten, supported by Lord Whitelaw, brought fraternal greetings from the Tory party, while Bush, tied up in New Hampshire, sent along his brother William, a businessman from St Louis and at 53 the youngest of the five Bushes.

Tonight the hotel plays host to politics of a different hue: it is the

venue for Neil Kinnock's champagne socialist ball.

Amid the earnest literary discussions at the British Book Awards this week, Sue Townsend, creator of *Adrian Mole*, was asked



what could be done to persuade children to read more. Give them the same things that make adults read, she suggested. Her winning formula: "Love, sex and death."

For art's sake

Mitzi McCall, the widow of the Scottish artist Charles McCall, not only opened an exhibition of her husband's work this week but used the occasion to launch her book *Love Letters From an Artist at War*, a delightful compilation of an old-fashioned courtship conducted from afar. She also regaled guests with tales of her husband's early struggles to sell his paintings.

"When we first moved to The Street in the 1950s it was difficult to sell a picture, so we rented out rooms. We had artists and sculptors everywhere." But one lodger was not part of the artistic community. "In 1954 a young New Zealander rented our top floor. He had to leave because he said he couldn't cope with the rickety staircase. His name was Edmund Hillary. The year before he had climbed Mount Everest."



EC EXTORTION

After the binge, the bill. There is no justification for any rise in the European Community resources, let alone the 30 per cent by 1997 demanded yesterday in Strasbourg by the EC president, Jacques Delors. Since the rise will need the approval of the British government, it should be refused. John Major has rightly done just that. The opposition parties should indicate their support for his stand.

The extra £14 billion money is needed, says M Delors, to pay for the expanded role for the EC that his commission cajoled ministers at Maastricht into promising: regional grants, industrial subsidies, aid to Eastern Europe and, of course, continued help to farmers. These were coded in the language of European political correctness: cohesion funds, adjustment measures, co-responsibility allowances. In reality, they were simply money sucked out of the pockets of Europe's taxpayers and into the EC's vortex of soaring expenditure. The policies underlying them were indeed agreed at Maastricht, by the British only under intense pressure. But there are other policies, such as agricultural reform, which might pay for the Maastricht aggrandisement were the EC to have the guts to implement them. Unless it does, an increase in its budget should simply be out of the question.

M Delors' approach to the EC budget is ideologically the same as that which led to his famous budget war with Margaret Thatcher in the early 1980s. He still wants steadily to expand the competence of his commission. He still sees big government as planner and initiator of European economic growth, with large transfers from private to public sectors as the lubricant of this intervention. He still sees a protected European economy as security against the evils of world free trade, whether Japanese, American or even East European. He is a Little European of impressive vigour and consistency.

However, his tactics have changed as befits an older and wiser man. Even he is tiring of the avaricious lobbies which his commission has appeased so long, not least

the farmers. The increase from 1.2 to 1.37 per cent in the upper limit of the GNP ceiling may be a hostage to reckless spending but is not as high as it might have been. M Delors knows too that the old coalitions are crumbling. He knows that he can no longer count on German money to cross-subsidise Mediterranean greed and thus ensure enough votes at Eurosummits for the EC's self-aggrandisement.

The Germans, with a foreign policy of their own to finance, are looking East and getting restive. The small rich states, Holland and Denmark, are becoming net contributors. M Delors' promised uplift in industrial support, as a way of cutting the proportion of his budget going to farmers, is an act of desperation. Why should the Germans or Britons pay huge subsidies to French or Italian firms to enable them to compete with German or British industries? If industrial support is on offer, let it be spent on Eastern Europe, whose recovery is patently in the interest of Western Europe's security. M Delors knows all this and must tread warily.

No such wariness is required of Britain. The £1.4 billion British annual rebate is itself hard to defend, since it was no less political a bribe to Britain than the millions paid through EC subsidies to the Latin countries. Britain could even show its good faith by offering to put the rebate back on the table, but only as part of an overall financial reform package which would drastically reduce community spending.

As far as the budget is concerned, the case is simple and should be kept simple. The MacSharry reforms to the common agricultural policy offer no short-term savings in this biggest item of EC spending. They therefore do not stand. This is already undermining Europe's position at Gatt, provoking another political crisis within the EC. If the CAP were to be reformed, there would be no need for a higher budget ceiling. The British position on this must stay crystal clear. The next great Euro-row is entirely of M Delors' creation.

AIDING JUSTICE

The day after the collapse of the "Guinness II" trial at Southwark Crown Court, disgruntled solicitors yesterday held an unprecedented mass rally in London. The link between the two is legal aid. The solicitors were protesting at proposals by Lord Mackay of Clashfern, the Lord Chancellor, to change the way criminal legal aid is calculated. Roger Seelig, a defendant in the Guinness case whose mental deterioration caused Mr Justice Henry to abandon the trial, had been defending himself after being refused legal aid at the outset.

The juxtaposition highlights what is termed the "legal aid crisis". The context in which the Law Society is battling with Lord Mackay is a legal aid budget rising far faster than inflation — up 81 per cent in money terms in five years — which the Treasury understandably wants to cap. The proposed remedy is a fixed scale of fees for most cases, rather than payment for work actually done as at present. Solicitors claim this will render legal aid uneconomical for many firms and thus deprive thousands of accused people of proper representation. They point out that much of the extra cost comes from changes introduced by this same government, for which they are not responsible.

Lord Mackay appears to be ignoring both the increased workload asked of legal aid solicitors and the extra inefficiency in court and criminal procedure over the last five years. The Police and Criminal Evidence Act now requires solicitors, usually legally aided, to be much more involved in the investigatory stages of a criminal case. The setting up of the Crown Prosecution Service has increased time wasting, such as unnecessary adjournments, in an already creaking system, compounded by such rules as that which insists a judge or a bench of lay magistrates should never be kept waiting between cases.

The Seelig case well demonstrates the result of the legal-aid bind. He was victim of an earlier attempt to restrict legal-aid costs, by means testing. He was deemed wealthy enough to pay for his own professional

defence but, given the length of the trial, could have been ruined had he done so. He chose to defend himself, but imposed on himself a strain which has now led to the collapse of his trial. Had he been properly represented, the case would no doubt have continued to a conclusion, preventing a large waste of public money.

Of all the possible changes in the way fraud is dealt with by the courts, guaranteeing legal aid would deal most cost-effectively with the sort of problem encountered in the Seelig case. If innocent, a defendant should not have to face financial ruin in order to prove it. If guilty, the defendant can be made to pay for the defence by an award of costs or by the imposition of a large fine. The denial of an adequately conducted defence to someone facing criminal charges merely to try to save public money is clearly unjust. Yet a Lord Chancellor concerned primarily with cost-cutting is unlikely to welcome the abolition of means testing in criminal cases.

His case is that legal aid is demanded, representing an almost infinite drain on public resources, and hence must be rationed somehow, just as health, equally demanded, has to be rationed. So he wants to cap the total by capping the amount a solicitor is paid in each case. He is right about civil legal aid, where cases are initiated by private persons. The remedying of legal grievances by bringing legally-aided actions for damages is also a theoretically unlimited claim on public resources. But criminal cases are always initiated by the state. The individual does not create the demand for criminal legal aid. The state does so, whenever it creates a new criminal offence, or when a subordinate state body like the CPS decides to prosecute rather than to caution.

The Lord Chancellor must look to those factors pushing up legal aid expenditure which he can control directly, such as the wastefulness of the present procedures in the courts. And the availability of legal aid is a proper subject for the royal commission on criminal justice. He should refer the matter to the commission for advice forthwith.

ON WITH THE DANCE

Yesterday the Labour party launched its dancing policy. A more prudent body might have decided to sit this one out, and reserve its energies for the Paul Jones that is next on the card. But Labour seems to take the view that it must have a policy on everything, "even incest and folk dancing". This is all part of the phoney war for the headlines in the slow glide towards the election.

Dance is an ancient art, already old when the Israelites danced before their Golden Calf and the Bacchanal chorus line stomped down on Pentheus. Anthropologists look first at a society's dances to read its character; and autistic children and others who have difficulty expressing themselves in words can have their emotions unlocked through the disciplined abandon of dance. It is Britain's largest participatory art form. More people dance, in styles ranging from classical ballet to highland to lambada to smooch shuffle, than sing, play music, act, paint or write. Dance is an art, worth more than the toe-crushing proverb: the greater the fool the better the dancer.

Labour will seek to establish a National Dance House for the only one of the performing arts that lacks a national home. It will support a European festival of dance. It will ask the National Curriculum Council to reassess the position of dance in the school curriculum, with a possibility of making it compulsory for children aged between 11 and 14 instead of an option along with the

lesser arts of gymnastics, games, athletics and adventure activities. Labour has no fewer than 15 new dancing policies. It is less prolific with new money for its policies, either for setting up the National Dance House, or through the Arts Council. He who calls the tune really should pay the piper.

If this election is going to be as close-run as the polls suggest, could dancing policy even supply the photo-finish needed to separate the parties for the lightly floating vote? A generation ago, Tory dancing policy would have been white-tie and Grosvenor-House, or at any rate hired dinner jacket and Rotary, with everybody quick-quick-sliding sedately to the tunes of a sadly outdated courtship ritual. The photographs of Conservative balls these days show everybody with her shoes off and her knickers showing, be-bopping furiously with a partner whose face is glazed with drink or lust.

A generation ago Labour party dancing policy would have been Old Time. Today it is more like a students' union hop, nobody letting his left hip know what his right hip is doing. Liberal-Democrat dancing policy is solipsistic: they are those isolated individuals jiggling on the fringes of the dance-floor in the trance of self-hypnosis. Dancing is wonderful training for all sections of the electorate, as it is for women on the dance floor. It is the first and best way to learn how to guess what a man or a politician is about to do before he does it.

LETTERS TO THE EDITOR

1 Pennington Street, London E1 9XN Telephone 071-782 5000

Spread of Aids: epidemic risks or 'pointless panic'?

From Professor M. W. Adler

Sir, James Le Fanu is as guilty as those he accuses of distorting the truth about Aids. His contention ("Pointless panic on Aids", February 11) that there are biological grounds to suggest that a heterosexual epidemic is unlikely ignores the facts. Vaginal intercourse accounts for 70 per cent of HIV infections in the world, and studies suggest that one in four female partners of infected men become infected themselves and one in ten male partners of infected women. Heterosexual transmission can and does occur.

The nature of the epidemic within the UK is changing. Up to 1985, 2 per cent of all HIV infections were as a result of sexual intercourse between men and women; by 1991 this had risen to 24 per cent. In the last year the number of Aids cases occurring as a result of heterosexual intercourse increased by 48 per cent and HIV by 35 per cent.

It is true that the numbers of infections are currently small, but the continuing trend upwards is disturbing. It is not possible to model the heterosexual epidemic accurately until we have better information on the amount of partner change occurring between heterosexuals in the UK.

However, despite this lack of data, we do know that young people are badly prepared to look after their sexual health and in particular to avoid pregnancy and sexually transmitted diseases, of which HIV

infection is only one. The number of people, mainly young, attending clinics for sexually transmitted diseases has increased fourfold since the 1960s; the conception rate amongst teenagers rises each year, and now one in three pregnancies in the UK are unplanned.

These figures indicate unprotected and unsafe sex in too many instances — a finding confirmed by a Health Education Authority survey, among others, which suggests that young people are not concerned about safer sex.

Finally, Dr Le Fanu refers to the work by Professor Banavala, published in last week's *Lancet*, which he suggests dispels the myth of a heterosexual epidemic. It does no such thing. Dr Le Fanu fails to point out that the numbers are small — a total of 18 in the study who are positive. The fact that some of these individuals may have contracted their infection in Africa and later come to this country should not detract from the possibility of a heterosexual epidemic occurring here.

Classically, many diseases are initially imported before they become endemic. For example, in 1983 the first infections of HIV seen in homosexual men in London were all imported as a result of infection having occurred in the United States. Likewise resistant strains of gonorrhoea initially were imported from West Africa and South-East Asia. Both HIV and resistant

gonorrhoea became endemic in local populations within two to three years of their initial importation.

Those attending ante-natal and sexually-transmitted disease (STD) clinics at St Thomas' are not necessarily typical of the rest of London and the UK. An area with such a high proportion of blacks would expect to see disease in black ethnic groups. At my STD clinic 1 per cent of heterosexuals are infected. The majority are white — a reflection of no more than the population we serve. I consider 1 per cent to be high and the potential seed-bed of a heterosexual epidemic.

The swapping of blows and facts between different camps while the jury is out will result in no action being taken. It would be a tragedy if, by believing that heterosexual transmission could not occur or while waiting to watch the epidemic evolve, we failed to educate young people on how to avoid HIV, unwanted pregnancy, and sexually transmitted diseases.

Yours faithfully,
MICHAEL ADLER,
University College and Middlesex School of Medicine,
Academic Department of
Genito-Urinary Medicine,
James Bringle House,
The Middlesex Hospital, WC1.
February 11.

From the Chief Executive of the Health Education Authority

Sir, The study carried out at St Thomas' Hospital, on which Dr Le Fanu's article is based, examined only local data and could not possibly give a national or international picture. Furthermore, the findings were presented in *The Lancet* not as a scientific paper of significance but as a letter to the editor. They were not, therefore, subject to a peer review by fellow scientists or researchers.

Dr Le Fanu suggests that a "heterosexual Aids epidemic" is a hoax. He will not find any properly informed people to agree with him. The overwhelming weight of evidence shows that the virus is spreading in this country via heterosexual as well as homosexual sex. Pretending that this is not so offers the public false security.

Dr Le Fanu speaks of an "Aids industry", and accuses the Health Education Authority of conducting a propaganda offensive. It is our responsibility to keep the public informed about the risks from HIV and Aids; we shall continue to do so, whether a small but vociferous band likes it or not.

Yours faithfully,
SPENCER HAGARD,
Chief Executive,
Health Education Authority,
Hamilton House,
Mabledon Place, WC1.
February 12.

Key point on teaching sex at school

From Lord Robertson of Oakridge and others

Sir, We write to press the need for realistic and frank teaching by schools on Aids. We confine our comments to the danger from sexual activity.

On February 17, regulations made under the 1988 Education Act by Kenneth Clarke, the secretary of state for education, about science in the National Curriculum will become law. One implication of these regulations is that children from 11 to 14 will from September this year receive compulsory education about HIV and Aids.

Because of the gravity of the threat from Aids, we understand why the government wants to make teaching on Aids compulsory. However, such a move makes it all the more important that teaching on Aids should be as sound as possible. In our opinion the material being given to teachers, lecturers and youth workers by the DES, whilst it contains much that is good, falls short of what is required.

Quite rightly, it advises against casual sex, multiple sexual partners and sexual experimentation in risky situations. It also advises the use of condoms. (Incidentally condoms are not a foolproof method of contra-

ception: it is unreasonable to expect them to do any better as protection against Aids.)

What the teaching material does not spell out clearly is that, if any two people have a sexual relationship without knowing for sure that they are both free from HIV/Aids, they are playing with their lives. Yet this is the key point that has to be got across to all of us, at all costs.

In recent years society has grown to assume that many young people automatically have a sexual relationship as soon as they are old enough. When they do so, young people are to some extent fulfilling that assumption. If they are to survive the Aids epidemic, they must be taught that there is another way.

May they listen to what the World Health Organisation said recently: "The most effective way to prevent HIV transmission sexually is to abstain from sexual intercourse or for two uninfected individuals to remain faithful to one another".

The best defence against Aids is to say "No".

Yours faithfully,
ROBERTSON OF OAKRIDGE,
McCOLL,
MICHAEL ALISON,
Palace of Westminster,
February 10.

Favoured occupations

From Mr Douglas Verrall

Sir, My father was held in great esteem. He was a train driver, the royal driver for Southern Region on his retirement. I pursued a career where there is little esteem, that of the secondary school teacher.

Over the last 25 years, I have seen esteem shift from the train driver and fireman to the astronaut, computer programmer and television chat host.

Yours sincerely,
DOUGLAS VERRALL,
3 Springfield Road,
St Leonards-on-Sea,
East Sussex.
February 7.

From Mr William Barrett

Sir, Favoured occupations? Liquidators?

Yours faithfully,
WILLIAM BARRETT,
Pip's Peace,
Kenton,
Stowmarket, Suffolk.
February 7.

West Bank water

From the Director, Council for the Advancement of Arab-British Understanding

Sir, It is hard to see how "water sharing" works to the advantage of the Palestinians (letter, February 5) when Israel takes over three quarters of the West Bank's water for its own use. In the average year it is not "half a million cubic metres of water" which are pumped from under the West Bank to Israel, but half a billion.

There are, as Mr Burt Kelmach indicates, far more Palestinian than Israeli wells in the West Bank. The Palestinians are gradually running dry as Israeli over-exploitation of the region's resources lowers the water table. Palestinian wells are generally about 200 metres deep, whereas the wells sunk by Israel reach a depth of 1,500 metres and extract far more water than their relatively small number might suggest.

Very few Palestinians have been allowed to deepen their wells since 1967. The wells at Jiftik, in the Jordan valley, have run dry and the

villagers have to buy water from an adjacent Israeli settlement.

The average amount available for domestic use per person in the region may have risen substantially since 1967, but it is not distributed on a roughly equal basis.

Israeli settlers consume a disproportionate amount: Jewish Kibbutz Arba, for example, with a population of 5,000, uses about 80 per cent as much as neighbouring Hebron, with its Palestinian population (including surrounding areas) of 90,000. Overall, the Palestinians receive only about 20 per cent more water than they had in 1967, although their population has increased by 50 per cent.

Whether as farmers or as domestic users the Palestinian Arabs are being denied water in the interests of Israel and its settlers.

Yours faithfully,
BERNARD MILLS,
Director,
Council for the Advancement of Arab-British Understanding,
The Arab-British Centre,
21 Collingham Road, SW5.
February 6.

Church 'superiority'

From District Judge P. G. Hebbert

Sir, As a "cradle Catholic" now in my sixties I am profoundly grateful for the Bishop of Brentwood's letter (February 7).

I was brought up to believe firmly in the superiority of the Roman Catholic church — indeed, in the virtual futility of all other religions. When I was nine years old, chance gave me a year at a school which was not a Catholic one, and I discovered for the first time that other children believed in the same God as I did. I also discovered they sang much better hymns. As a result of that year, I found as I grew up that I was not at ease with the "ecclesiastical superiority" of which the bishop speaks.

In the 1960s, the then Bishop of Nottingham (Dr Edward Ellis) chose me as one of a small group of Catholic laymen to take part in discussions with a group of Anglican laymen to find out what belief we had in common. Our voyage of discovery was a time of mutual astonishment and almost unalloyed delight.

It was a joy to shed my superiority. It is a great sadness now to hear many of my co-religionists claim that they find all they need within the Roman church and have no wish to look outside.

Yours faithfully,
PHILIP HEBBERT,
2 Manley Road, Ben Rhydding,
Ilkley, West Yorkshire.

From Mr Michael Murphy

Sir, For centuries the Catholic church did not imply an "ecclesiastical superiority" (whatever that may mean) towards other churches: it stated frequently and unambiguously that it alone possessed the "fullness of Truth". Other Christians were our "separated brethren" to be welcomed back at such time as they accepted the claims of the church.

What appears most disturbing is the bishop's carefully-hedged claim: "Sadly some may be inclined to see the recent Vatican response to the first Anglican-Roman Catholic International Commission, wrongly or rightly, as a further sign of this".

To me, this seems like a device to enable the writer to disclaim responsibility for his own unwillingness to accept the ruling of the Vatican on the outcome of the commission's discussion.

Thus apparently stands the shepherd. Is it any wonder that the sheep are confused?

Yours faithfully,
MICHAEL MURPHY,
18 Meadow,
Upiton, Wirral,
Merseyside.
February 8.

Letters to the editor should carry a daytime telephone number. They may be sent to a fax number — (071) 782 5046.

From the Very Reverend Canon John McNamara

Sir, For more than 25 years I have been a Roman Catholic participant in every sort of ecumenical enterprise: study days, joint retreats, working parties, conferences, shared works and worship, etc., at every level from parish to national. I and my many and various colleagues have willingly given much time and energy to the task undertaken with hope and trust in the spirit. But I have come to the point of having to recognise that it has all been something of a waste.

We have all grown closer in understanding, respect, courtesy and charity, but I wonder whether it is not time for the Vatican to come clean and state clearly that the official view of the Roman Catholic church regarding true and full Christian unity is that the achievement of the goal demands quite simply that all other Christians become Roman Catholics who assent to the totality of the Roman church's doctrine in faith and morals, in worship and church order, and who submit to the supreme and universal jurisdiction of the Pope. It would save such a lot of time and theological sweat of the brow, to say nothing of continually dashed hopes and recurring disappointments.

Yours sincerely,
JOHN MCNAMARA,
4 Chelsier Court,
168 Main Road, Sidcup, Kent.

Rushdie cloud on ties with Iran

From Ms Frances d'Souza and Mr Ronald Harwood

Sir, Since 1989, the British government has not, in our opinion, condemned in sufficiently strong terms the *fatwa* against British author Salman Rushdie, nor has it repudiated the bounty offered for his murder. We remain apprehensive that the Salman Rushdie case will be removed from the British government's political agenda in its dealings with Iran. Furthermore, we fear that full diplomatic and economic relations between the countries may soon be resumed.

The British government has recently committed itself publicly to linking aid to respect of human rights and good government. The Iranian human rights record continues to be extremely poor. Despite rumours of improvement, Iran constantly flouts both its own constitutional protections for human rights and its obligations as a signatory to the International Covenant on Civil and Political Rights.

To give but one example: several of those citizens of Iran who signed an open letter to President Rafsanjani in early 1991 are still serving prison sentences of between six months and three years and have received between ten and 30 lashes.

Their only crime was to ask for greater respect for human rights and for democracy in Iran. Such severe censorship not only punishes any individual who dares to question the Iranian government's policy, but also effectively conceals human rights violations.

We do not believe that such illegal threats amounting to terrorism and brutal suppression of free expression should be rewarded with the acceptance implied by full diplomatic and economic ties with Iran.

Yours faithfully,
FRANCES D'SOUZA (Chairman, Rushdie Defence Committee),
RONALD HARWOOD (President, English Centre, International PEN),
PO Box 49, London SE1 1LX.
February 10.

Leaks and thefts

From Mr E. C. Campion

Sir, Your correspondent Mr Engel (February 8) sees no difference between "publishing confidential information" (about the National Health Service) stolen from a solicitor's office or from the files of a ministry". The means of obtaining the documents may be equally reprehensible, but to my mind there is a world of difference between Mr Ashdown's right to a private life consistent with his personal principles and the government's apparent concealment of information relating to the NHS, a matter of vital concern to almost every citizen.

Yours faithfully,
E. H. CAMPION,
8 Lawn Crescent,
Richmond, Surrey.
February 8.

Lion logo

From Mrs Joan Davidson

Sir, It is ironic that the new logo marking the UK's tenure of the EC presidency (report, February 6) described by Mr Hurd as a "lively and intelligent lion" should be the same noble beast that forms the basis of our historic English hall-marking system that is under the threat of extinction by new EC legislation.

Could it be that the poor beast is facing the other way and seeing stars because he is in a state of shock?

Yours faithfully,
JOAN DAVIDSON,
105 High Street,
Maldon, Essex.
February 7.

Stamp myth

From Mr R. Verrells

Sir, The designer of the 10-ounce postage stamp has, as Mr Mackay points out (letter, February 8), advanced the date of issue of *Mrs Miniver*. He has compensated for that by depicting an aircraft fitted with a four-bladed airscrew, a later pattern than those seen in the sky during the period of the film. This is consonant with the slips in *My Fair Lady* to which Mr Vickers draws attention in the adjacent letter.

Yours faithfully,
R. VERRELLS,
69 Torwood Lane,
Whyteleafe, Surrey.
February 9.

Money-go-round

From Mr Rowland Morgan

Sir, A French host requires a FF500 (roughly £50) down payment to reserve private accommodation. Barclays Bank offers me an international money order at a cost of £11. A banker's draught costing £7 can be drawn only in sterling or US dollars. A Eurocheque needs special facilities. I buy French cash at a charge of £1.76 and reluctantly mail it. So much for Maastricht.

Yours faithfully,
ROWLAND MORGAN,
22 Lebanon Park,
Twickenham, Middlesex.
February 7.

words in English for a sensuous or wanton woman. A runcible spoon, made famous by Edward Lear, is a fork with three tines, one of which is shaped like a spoon. Heaven knows why runcible. The etymologists don't.

OBITUARIES

THE DUKE OF MONTROSE

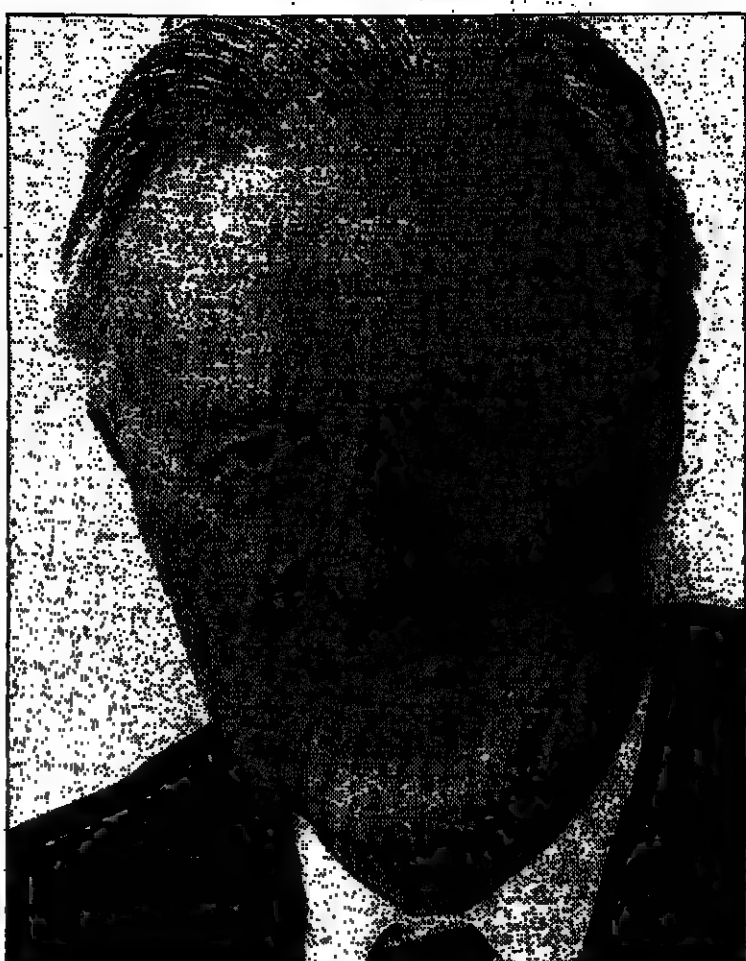
The 7th Duke of Montrose, former Rhodesian Front cabinet minister and signatory to the Unilateral Declaration of Independence, died on February 10 aged 84. He was born in London on May 2, 1907.

SOME white Rhodesians who supported Ian Smith's unilateral declaration of independence from Britain favoured the appointment of the Duke of Montrose — or Lord Graham as he was better known in Africa — as "Regent" of an independent Rhodesia. In Britain there were calls for him to be prosecuted for treason and dispossessed of his land in Scotland, if not actually executed as had happened to his illustrious Royalist ancestor, the 1st Marquess of Montrose, in 1650.

As the head of one of Scotland's most ancient families and a member of the Rhodesian Front government, he played a prominent role in the drama of the white rebellion. He flew to London in 1959 to defend the Salisbury government's policies in his maiden speech in the House of Lords and was one of the four Rhodesian Front ministers closest to Ian Smith when the break with Britain was made in 1965. As the senior peer in Rhodesia he had some appeal as a figurehead among those anxious to retain a semblance of British tradition while prolonging for ever white rule in Africa. A large shambling man with an aristocratic eccentricity and a disarming charm, he was an unabashed white supremacist given to warning darkly of the dangers of communist infiltration of western civilisation and sexual subversion among the young, while lauding the innate superiority of whites over blacks. Eventually he proved to be too right wing even for the Rhodesian Front.

Montrose had the rare distinction of being a member of two parliaments: having inherited his father's titles in 1954 he sat in the House of Lords as Earl Graham; four years later he was elected a member of parliament for Hartley-Gatooma in the federal assembly of the Federation of Rhodesia and Nyasaland. He served the government in Southern Rhodesia as minister of agriculture, lands and natural resources (1962-63) and minister of agriculture (1964-65). After UDI, Ian Smith made him minister of general affairs and defence (1966-68).

At his birth, James Angus Graham was heir to a series of ancient titles — Duke of Montrose, Marquess of Graham and Buchanan, Earl of Kincardine, Viscount Dundaff, Baron Abernethy, Muddock and Fintrie. He spent much of his childhood at Brodick Castle on the Isle of Arran, where he learned to speak the Gaelic with



which he was sometimes inclined to serenade fellow Rhodesians at late night parties in Salisbury years later. He was educated at Eton, where Lord Hailsham was among his contemporaries, and Christ Church, Oxford, and he boxed for both Eton and Oxford. After a spell in the RNVF he went out to Southern Rhodesia as an agronomist in 1931 and settled there, using the title Earl Graham.

Farming 20 miles north of Salisbury, the capital, he pioneered the import of hump-backed Brahmin beef cattle into Rhodesia and developed his reactionary views on the mental and physical superiority of the white races, at one time peppering the local press with letters on the subject of the "dark savage depths" of the African mind.

On the outbreak of the second world war he rejoined the RNVF and served in destroyers involved in the evacuations of Greece and Crete. Later he commanded the *Ludlow* on convoy duty.

Back in Southern Rhodesia after the war he fought his first parliamentary election in 1953 for the Confederate Party, which was to the right of the right-wing Dominion party. He lost but was elected five

years later under the auspices of the Dominion party, precursor of the Rhodesian Front. His attitude to Africans was clearly expressed in a document which he submitted to the 1960 Monckton Commission enquiring into the constitution of the Federation of Rhodesia and Nyasaland, which he entitled "Factors Affecting African Psychology that should be considered when Contemplating Widening Spheres of African Advancement". In this he wrote: "It is a common observation that the African child is a bright and promising little fellow up to the age of puberty, which he reaches in his case two years before the European. He then becomes hopelessly inadequate and disappointing and it is well-known that this is due to his almost total obsession, henceforth, in matters of sex. Whatever the reason for this most disappointing state of affairs, the phenomenon is recognised by practically every investigator."

With views such as these, Montrose had no difficulty in rising to political prominence in Rhodesia, joining the cabinet in 1962. Three years later, when Harold Wilson, then prime minister, visited Salisbury in an attempt to head off the

independence rebellion, Montrose was called upon to entertain him at a dinner at Ian Smith's official residence. Recalling the incident in his memoirs, Wilson wrote: "I forbear recounting his story. Suffice it to say that it was about an American girl who was not a very good dancer, particularly in relation to the physical gestures with which she displayed her charms while dancing and her inability to master such a technique of the art as related to bumps, grinds and other advances of modern terpsichorean technology. How she was trained in these arts was dramatically recounted by Lord Graham who found it necessary to the point of his story to act the part in full with every gesture carried out by his enormous frame. Each time he went into one of the motions of the dance, he brushed his capacious frame against my face. Although I am normally tolerant, I found myself unimpressed by his performance."

Montrose himself maintained that he did not perform a solo dance — "though as a raconteur I no doubt swayed in sympathy with the lady's problems."

As a politician Montrose was regarded as unorthodox, even by Rhodesian standards. At a Christian crusade in Salisbury on one occasion he told his audience how the Beatles, international finance groups, colonial freedom movements and student agitators were all agents of a communist plot to achieve world domination. "Long before the Beatles and pop music began to affect our youngsters, I noticed how rhythm affects the Africans," he said. "Tired people, having worked all day in the fields, would be enticed into dancing to the beat of drums all night long until they were absolutely exhausted. This is the danger for young people. They can be completely confused by the power of rhythm. When they are exhausted almost anything can be planted in their minds."

Despite such views he insisted that he, and other whites in Rhodesia, had great faith in Africans, evidenced by the fact that they entrusted their wives and children to their care and lived among them in the remote bush.

Both before and in the immediate aftermath of UDI, as Ian Smith attempted to reach a settlement with Britain, Montrose's ardent connections in the Rhodesian Front were highly regarded by the Rhodesian Front leader. Just before the final breach Montrose entertained his prime minister to dinner where they ate grouse sent from Scotland by Montrose's sister, Lady Jean Forde. Noting that it was likely to be their last such meal for some years, the two men put some of the white

heather in which the grouse had been packed into their lapels and wore it back to the Rhodesian parliament.

But differences developed between them over the goal they were seeking. Montrose, together with William Harper, the minister of internal affairs, was opposed to Smith's proposal of a constitutional solution that would have involved an interim multi-racial parliament. He advocated an apartheid-style constitution which would have ensured white supremacy for all time. The Harper-Montrose proposals were narrowly defeated at the Rhodesian Front party congress in September 1968 and immediately afterwards Montrose resigned from the government citing his differences of opinion with the prime minister. His departure was seen as an attempt to crystallise opposition to Mr Smith from right wing elements but, although he was a respected and popular figure in the white community, he lacked the heavyweight political capabilities to mount a leadership challenge in his own right. In the event, the right wing threat to Ian Smith's leadership was doomed to failure. Montrose remained a member of the Rhodesian Front and a member of parliament until the next election. In 1972 he led a "palace revolution" at the Rhodesian Front party congress, on the grounds that it was undemocratic for one man to be both prime minister and party president. Right-wingers nominated him for the post of party president but, after satisfying himself that the majority of delegates were solidly behind the prime minister, he withdrew his name. During the 1970s Montrose made several attempts to visit Britain, particularly for the weddings of two of his children, but the government refused to lift the ban it had placed on him at the time of UDI.

In 1979, with majority rule and independence looming, he left Rhodesia to settle in Natal, South Africa. His 16-year exile from Britain finally ended in 1980 when he returned to celebrate his 73rd birthday in Scotland. Rhodesian Front rule having been replaced by majority rule in what was now Zimbabwe, the voices that had called for Montrose to be charged with treason were this time silent and he was able to escape the fate that befell the 1st Marquess of Montrose. Indeed he returned to the House of Lords and spent his last years peacefully in Kintore. He had a son and daughter by his first marriage to Isabel Sellar, which was dissolved in 1950 and two sons and two daughters by his second marriage in 1952 to Susan Gibbs. His heir is his eldest son, James Graham, Marquess of Graham.

MUHAMMAD SHABAN

Professor Muhammad Shaban, former head of the department of Arabic and Islamic Studies at Exeter University, died in Cairo on February 6 aged 65. He was born on November 16, 1926.

MUHAMMAD Shaban's early life was as colourful as his personality. A graduate of the Egyptian Military College, he fought in the Arab-Israeli war of 1948 and claimed that he briefly became the unofficial "governor" of Gaza. After the 1952 coup which deposed King Farouk, Shaban befriended General Neguib, who became the country's first post-coup president. After Shaban left the army and graduated with first class honours in Oriental languages from Ayn Shams University in Cairo in 1954, he led student opposition against Gamel Abdul Nasser and in favour of Neguib. This led to his being offered a choice of prison or government service. He chose a third option, the Middle East Centre at Harvard University, where he received his PhD.

Thus the army and student politics led him to the academic world in which he spent the remainder of his active life. After Harvard, Berkeley, California, the University of Riyadh, Saudi Arabia and the School of Oriental and African Studies of London University, he went in 1971 to Exeter University. In the meantime he had become a recognised expert on Islamic history, notably the Abbasid period, with several books to his credit. His phenomenal recall of medieval primary sources made him a hard man to confront in academic arguments.

Although first appointed only to a lectureship in the department of theology at Exeter, Shaban — mainly through force of personality

— built up the new independent and thriving department of Arabic and Islamic Studies. In 1979 he was appointed to a personal chair. Thanks to his successful fundraising and indomitable drive, he also created, in 1978, the postgraduate Centre for Arab Gulf Studies, the only institution of its kind in Britain, perhaps in the whole world. The department and the centre now comprise one of the best known Middle East centres in Britain.

Shaban's buccaneering *modus operandi* made him no stranger to controversy



and he did not shrink from it. He was one of those powerful personalities who excites strong emotions both ways. He had his detractors and his blunt, outspoken manner, remarkable in someone of Middle East origin, did nothing to soothe ruffled academic feathers. By contrast, he was convivial, humorous and a delightful companion.

Shaban has bequeathed an enduring legacy to Middle Eastern studies in this country and his efforts have broadcast the reputation of Exeter University throughout the region, particularly in the Arabian Gulf.

His wife, Bessie, and their only son survive him.

APPRECIATION

Colonel Sir Martin Gibbs

NOWHERE did Tim Gibbs (obituary, February 11) better demonstrate his consciousness of "tradition as the basis for evolutionary change" than in his work with the disabled — an aspect of his full and energetic life of service which deserves specific mention.

He played a leading role in the giving of St Michael's Church to the disabled, the Gibbs family to the Leonard Cheshire Foundation in 1968 and despite his many other commitments he remained an active and well-loved member of the management committee up to his death. But he was more than that for he inspired a sense of family belonging that is the hallmark of the home today, enjoying the affection and respect of

residents, staff and friends alike. Taciturn but fearless in his manner, he fought hard and successfully for changes where they were needed whether in matters of management or in improvements to the fabric and environment of the home, without ever losing sight of the strengths and traditions on which he was building.

More recently, as chairman, and some 30 years his junior, I came, like so many, to rely under his presidency of St Michael's on his singular ability to see through the irrelevancies of modern life to the issues that really matter — those that concern people, their individualities and their God-given dignity.

His larger-than-life, booming but unassuming personality gave cheer to many; not only at St Michael's but everywhere he went he gave hope and raised morale.

Rupert Ridge.

ISABEL RAWSTHORNE

Isabel Rawsthorne, designer, painter and model, died at Little Sampford, Essex, on January 26 aged 79. She was born in July, 1912.

MANY more people may know the face and character of Isabel Rawsthorne than know her name; for not only was she painted by Derain and Picasso, and sculpted by Epstein and Giacometti, but also from the 1950s she was friend and model to Francis Bacon. In his great retrospective exhibition in Paris in 1971, the triptych of studies of Isabel stood out for the affectionate warmth revealed behind Bacon's usual flaying ruthlessness. Since then, she has become one of the most profoundly scrutinised human subjects in Western art.

Isabel Nicholas was born to a sea-captain who subse-

quently became a Mersey pilot. She attended Liverpool School of Art before going on to the Royal Academy School, London, which she soon left, finding it artificial. She took employment as assistant and model to Jacob Epstein, whose lively bust of her was exhibited at the Tate Gallery.

In 1934 Isabel went to Paris to study in the life classes at La Grande Chaumière, paying her way by posing for Derain — whose portrait of her is now in the Fitzwilliam Museum, Cambridge — and for several other artists including Giacometti, whose bust of her and a drawing are now in the Sainsbury Centre at Norwich, and who became a friend, along with his wife and brother Diego, Picasso painted her, too, from memo-

ry. In 1935 she married the journalist Stefan Delmer, a foreign correspondent who took her on assignment to the Spanish Civil War, then to Poland and France. On each occasion she left the war zone at the 11th hour. During the second world war Delmer became head of what would now be called disinformation, at Bletchley Park, and Isabel contributed to the department by designing propaganda leaflets and forging documents.

Divorcing in 1946, Isabel was proposed to by Constant Lambert, whom she had already met in Paris and who was in a low state — sad, sick, lonely and alcoholic. Isabel brought companionship, if not moderation to his drinking and restored his zest for life. In 1947 they married, living in a happy if shambolic household with two pianos for him and a studio for her in Albany Street off Regent's Park. They collaborated in 1951 on the ballet *Tiresias*, with Constant's music, Ashton's choreography, and Isabel's sets. Marriage to Constant also brought her a stepson, the wayward, ebullient Kit, who became entrepreneur of the rock group "The Who", though she saw little of him.

Lambert died in 1951 of a surfeit of alcohol and perhaps the artistic failure of *Tiresias*. Isabel subsequently married, in 1954, Alan Rawsthorne, composer and the most loyal companion of Lambert. They took a cottage in Essex, maintaining a convivial, bohemian social life. Isabel followed up *Tiresias* by designing for Covent Garden, under the name Isabel Lambert, the ballets *Blood Wedding*, *Madame Chrysanthe* and *Japez* and the opera *Elektra*. From the 1950s, she continued to mix in the artistic circles of Soho, becoming one of Francis Bacon's most regular portrait subjects. She described his studies of the details of her mobile, often laughing face as "fabulously accurate." But after Rawsthorne's death in 1971 she stayed on in Essex giving more time to her painting and drawing.

In 1986 an exhibition of her work was held at the October Gallery in London.



Portrait by Derain

quently became a Mersey pilot. She attended Liverpool School of Art before going on to the Royal Academy School, London, which she soon left, finding it artificial. She took employment as assistant and model to Jacob Epstein, whose lively bust of her was exhibited at the Tate Gallery.

CAPTAIN COLIN McMULLEN

Captain Colin William McMullen, DSC, who died on February 8 aged 84, was gunnery officer of HMS *Prince of Wales* both when she fought the *Bismarck* and during her last and fatal sortie against the Japanese. He later distinguished himself as an offshore cruising yachtsman. He was born on March 12, 1907.

LAST December saw the 50th anniversary of the sinking of the battleship *Prince of Wales* and the battleship *Repulse*; it was a disaster whose impact on himself Winston Churchill has been recorded: "I put the telephone down. I was thankful to be alone. In all the war I never received a more direct shock... how many efforts, hopes and plans founded with these two ships. As I turned over and twisted in bed the full horror of the news sank in upon me."

Colin McMullen was gunnery officer during the *Prince of Wales*'s short but eventful life which started in May 1941 with the interception of the German battleship *Bismarck* in the Denmark Strait between Greenland and Iceland. Almost at the outset of the engagement the battleship *Hood*, darling of the Royal Navy, was sunk with almost all hands. Nevertheless, despite teething troubles with her main armament, a new system not yet tested in war (indeed she had put to sea with some Ceylonese mechanics still on board), the *Prince of Wales* inflicted two vital hits on the *Bismarck* though the significance of these was not immediately appreciated in the atmosphere of gloom which pervaded the British force in the aftermath of *Hood*'s swift destruction.

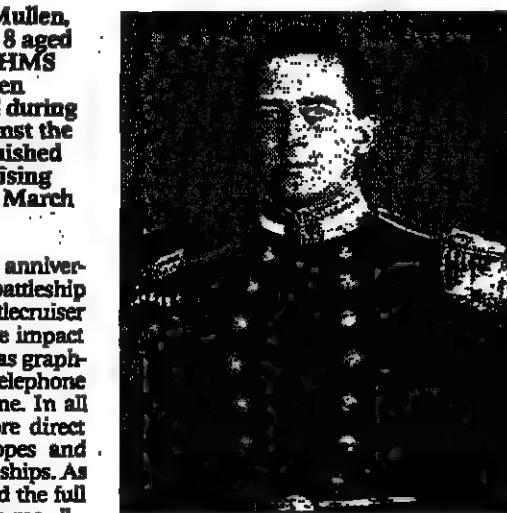
One of the battleship's 14-inch shells had ruptured *Bismarck*'s fuel tanks, causing an oil leak and thus reducing her radius of action. This led the German admiral, Lutjens, to abort his commerce raiding mission into the Atlantic and attempt a return to a Western French port, such as St. Nazaire or Brest, for repairs. This decision led to her ultimate destruction since a Swordfish from the aircraft carrier *Victorious* later crippled her rudders, thus bringing her to bay.

Sir John Ainley

SIR (Alfred) John Ainley, MC, who has died aged 85, was chief justice of Kenya, 1963-68, and on the first anniversary of Kenyan independence swore in Jomo Kenyatta as the first president.

In 1968 he retired to Cumbria and from 1972 to 1976 was chairman of the industrial tribunal for the north.

Throughout the second world war he had served with the 1st Battalion Gold Coast Regiment in East Africa and Burma. In 1941, as a platoon



McMullen was mentioned in dispatches for his part in the handling of the *Prince of Wales*'s main armament during the battle.

After taking Churchill to Newfoundland for his historic Atlantic Charter meeting with President Roosevelt, the *Prince of Wales* was soon in action again in the successful support of a Malta convoy. Next, at the decision of Churchill, she was sent to the Far East with the battleship *Repulse* as a counter to the rising Japanese threat to Malaya. Alas, the aircraft carrier which had been intended to be part of this task force was damaged and could not accompany the capital ships. They were thus horribly vulnerable to air attack.

In the event, on December 10, 1941, while attempting to intercept Japanese transports in the South China Sea they were attacked by Japanese bombers and sunk after a two-hour battle in which the air defences of both ships were overwhelmed. *Repulse* sank first, at 1230 hrs, and when, after enduring the assault for almost an hour longer, the *Prince of Wales* succumbed too, McMullen was the last to leave her, swimming off the bridge as the ship rolled over and sank.

Educated at Oakley Hall and Cheltenham College, McMullen joined the Roy-

al Navy in 1925. He specialised in gunnery and was serving in the cruiser *Aurora* at the outbreak of war. Following his return from Singapore in 1942 he took part in the ill-fated Dieppe raid. He was awarded the DSC for his part in an operation which, while it resulted in heavy casualties to the attacking force, nevertheless provided experience which was afterwards put to good effect in the Normandy landings.

McMullen then became an escort group commander, responsible for the safe and timely arrival of slow convoys to and from Gibraltar. On leaving the Western Approaches in 1944 he spent the remainder of the war in command of Home Fleet destroyers, gaining a bar to his DSC for his work on Russian convoys.

Several interesting appointments followed in the post-war period including command of the Rhine Flotilla, Captain Minesweepers Mediterranean — where he organised the search for the crashed Comet airliner off Elba — and Commodore Inshore Flotilla. In this command he sailed with 25 ships as a back-up to the abortive *Suez* operation. He also served as a commodore at NATO headquarters in Paris where he lived in some comfort and convenience on board his Dutch barge, moored on the Seine in the heart of the city.

On his retirement from the Royal Navy in 1958 he exchanged his barge for a more manageable yacht and successfully combined a new career as a marine consultant with his lifelong passion for offshore cruising. Although a founder member of the Royal Naval Sailing Association, he always sailed under the burgee of the historic Royal Cruising Club of which he was commodore from 1972 to 1977. He was also a three-times winner of the club's most coveted cruising award. He made his last trans-Atlantic voyage in his seventies and was still skippingper his wooden sloop *Saewen* well into his eighties.

He is survived by his wife Gillian and their daughter. One of his two sons, who both predeceased him, was the well-known off-shore racing yachtsman Mike McMullen who was lost at sea in 1976.

Donald House

DONALD Victor House, CBE, past president of the Institute of Chartered Accountants, has died aged 91. He was admitted an associate of the institute in 1922 and set up practice in 1924.

In 1941 he merged his firm to become the senior London partner of Lewis & Mounsey. In 1946, on another merger, he assumed that role in Harmond Banner, Lewis & Mounsey.

He was elected a member of the council of the institute

in 1942 and became president in 1954. Shortly after his presidency the accountancy profession achieved a successful merger between professional bodies when the institute and the Society of Incorporated Accountants integrated.

House was, for 17 years, a director of the National Film Finance Corporation and was for 24 years on the council of the Friends of the Poor and Gentlefolk Help. A keen rider, he owned and competed his own horses and was an official judge for the British Show Jumping Association.

FEB 13 ON THIS DAY 1909

Maud Allan, the dancer, was born in Toronto, Canada, and early in her career trained as a musician gaining the friendship of Joseph Joachim and Ferruccio Busoni. She danced in many European capitals, creating a sensation in London as Salome. She died in 1956.

THE PALACE THEATRE: MISS MAUD ALLAN

As a preliminary to Miss Maud Allan's re-appearance, after too long an interval, in the evening bill, a special matinee was given yesterday, at which the London Symphony Orchestra, under Mr. Landon Ronald, accompanied the dancer, and played various well-known orchestral pieces, the audience keeping a silence for which they deserve no little credit.

There was indeed a little more of the orchestral music than some of the dancer's admirers might have wished, though it sounded excellently in the well-planned theatre but in as much as the "Salome" dance was omitted on this occasion, there was nothing to call for anything but praise.

It was quite clear that Miss Maud Allan has completely recovered from her accident, and that her art is even better than it was before. A host of "classical" dancers have been seen in London since she came here, but Miss Allan has no rival in the purely musical side of her art.

She translates the music into steps which to the eye are the exact equivalent of the notes which reach the ear. It would be possible to imagine the stage as a vast keyboard from which the notes should be actually called forth by the skilful feet; and for the first time it would be easy for a deaf person to

realise what the composer meant by his unheard strains.

It is a joyful experience to see Miss Allan dance a phrase that appears first in the major and then in the minor, for she makes the one phrase of her dance repeat the other, yet with the fitting change of aspect that must have been in the musician's mind. This was particularly beautiful in more than one movement of Grieg's *Peer Gynt* suite, in which "Anitra's Dance" was the most charming of the sections. "Ave's Death" was a study of mournful poses, better thought out than the Chopin funeral march of some months ago; and in the difficult finale of the suite, the suggestion of a gnome was given without any unsuitable touch of the grotesque. The beautiful ending of this movement, too, was a piece of the most finished art.

The Arabian Dance from the *Casse Noisette* suite, of Tchaikovsky, consisted principally of the sinuous motions of the arms in which Miss Allan excels; the "Passepied" from Delibes's *La Roi d'Espagne* was a delicious little poem, and even a trumpery thing like Rubinstein's "Melody in E" became beautiful in the translation. The same composer's "Valse Caprice" the final dance, is generally held to be the artist's greatest performance; and from beginning to end one could not but feel that the dancer so embodies the music she chooses that it must lose something in the future whenever it is heard without her.

The "Spring Song" of Mendelssohn, another old friend repeated, must always suggest the exquisitely girlish figure and the joy of spring, even to those — and there are apparently many — who do not realise how faithfully Miss Allan reflects in her steps the essence of the composer's thought.

● BUSINESS NEWS 17-22
● ACCOUNTANCY TIMES 25
● SPORT 26-30

TODAY IN BUSINESS

OVER A BARREL



Bob Horton, BP chairman, appears to have guessed the oil price wrongly. Results for the past year are due this morning, as Opec meets in Geneva.
Pages 19 and 21

STIRRINGS

The first stirrings of recovery in manufacturing around the regions are expected over the next few months.
Page 19

EURO FIRST



Peter Lilley has won a European first over Sir Leon Brittan in gaining the right to rule on a merger.
Page 19

ON THE SLOPES

Switzerland is sliding down a slippery slope of budget deficits and inflation higher than Britain's.
Page 19

HUSTINGS



Robert Bruce and Graham Searjeant look at the first elections for the ICA leadership in *Accountancy Times*.
Page 25

THE POUND

US dollar 1.7870 (-0.0195)
German mark 2.8717 (+0.0039)
Exchange Index 90.9 (-0.2)
Bank of England official close (4pm)

STOCK MARKET

FT 30 share 1963.3 (-0.9)
FT-SE 100 2523.7 (-13.4)
New York Dow Jones 3253.80 (+2.23)
Tokyo Nikkei Ave 21541.84 (-277.88)

INTEREST RATES

London Bank Base 10 1/2%
3-month interbank 10 1/2%
3-month eligible bills 9 3/4%
US Prime Rate 5 1/4%
Federal Funds 3 1/4%
3-month Treasury Bills 3 7/8%
30-year bonds 10 1/2%

CURRENCIES

London: New York
£ \$1.7869
DM 2.8735
Sfr 12.5752
FF 6.554
Yen 227.78
Index 90.9
ECU 1.71845
SDR 1.40480
London foreign market close

GOLD

London Fixing: AM \$356.35 pm \$357.20
close \$357.35-357.85 (1998 80-200 30)
New York: Comex \$358.15-358.65

NORTH SEA OIL

Brant (Mar) \$18.20 bbl (\$18.25)

RETAIL PRICES

RPI: 135.7 December (1987-100)
* Denotes midday trading price

Peace dividend and recession cut further 2,350 jobs at BAE

BY ROSS TIEMAN
INDUSTRIAL CORRESPONDENT

BRITISH Aerospace is to axe a further 2,350 jobs by the middle of the year to reduce capacity and costs in response to defence cutbacks and weak civil aerospace markets. The cuts, which affect both the military and the civil aircraft businesses of the company, will bring total job losses at BAE since November 1990 to more than 12,000, and reduce the company's workforce to 116,000.

However, unlike earlier cutbacks, which addressed manufacturing capacity, two-thirds of the latest reductions will be white-collar staff, including more than 1,000 engineers. The company has given warning that further cutbacks might be needed

in its Dynamics business if there are no government orders for air-to-air missiles this spring. In all, 900 jobs will go from BAE's commercial aircraft operations: the rest will be spread across three warplane plants.

Mike Turner, who heads two of BAE's regional and corporate aircraft businesses, said: "The aviation market is continuing to suffer from the worldwide recession and in these circumstances we have to continue to examine every aspect of our organisation to seek improved efficiencies and the cost savings necessary to increase our competitiveness."

Tim Webb, national officer of the MSF technical union, which represents many BAE employees, said the cuts would damage the ability of the company, Britain's

biggest manufacturer, to compete in high technology. He said the government's failure to indicate its future weapons needs had contributed to the job losses in the military business. The AEU engineering union renewed its call for the government to support a diversification programme for the defence industry, and to provide help with retraining.

In all, 830 jobs will go from at Hatfield, Hertfordshire, which has long been the headquarters of BAE's civil aircraft business. The plant makes components for the BAe 146 regional jet and the pan-European Airbus programme.

A further 70 jobs will be lost at Woodford, near Manchester, where final assembly of the BAe 146 and the Advanced Turbo Prop is carried out. On the military

side, there will be 550 job losses at Warton, Lancashire, which is a research and development centre and the site where manufacture and assembly of Hawk and Tornado aircraft are carried out. A similar number will go at Brough, Humberside, where BAE carries out manufacture and assembly of Hawk and Airbus components.

BAe is also to shed 350 jobs at Kingston, Surrey. These were to have been transferred to other plants when assembly of the Harrier jump jet ends there next year.

A BAE spokeswoman said full provision for the cost of the job losses had been made in the £250 million set aside at the time of the company's disastrous £432 million rights issue last autumn. The cutbacks are part of a far-reaching plan drawn up by Sir

Graham Day, the chairman, and his colleagues to reshape the group.

Talks are also in hand for the piecemeal sale, joint venturing or closure of all the businesses in BAE's Space and Communications division.

However, the threat to 2,500 BAE jobs at Prestwick, Ayrshire, caused by BAA's desire to cease operating the airport there, appears to have been lifted. BAE, which assembles its Jetstream aircraft at Prestwick, and also uses it as a base for its flying school, has been in talks with BAA over the airport's future. However, George Younger, MP for Ayr and chairman of Ayrshire Community Airport Project (Acap), is expected to announce today that BAA has reached an agreement for Acap to take over the airport.

Burton chief paid off with £773,000

BY GILLIAN BOWDITCH

Laurence Cooklin, chief executive of Burton, who replaced Sir Ralph Halpern 15 months ago, is leaving the group with a £773,000 payoff plus deferred bonuses over the next two years.

He is to be replaced by John Hoerner, the American chairman and chief executive of Debenhams, Burton's department-store business.

Mr Cooklin is the last of the old guard at Burton and was closely identified with the flamboyant Sir Ralph. He joined Burton in 1970 and was appointed to the main board in 1980. Prior to his

appointment as chief executive in November 1990, he had been joint managing director along with Paul Plant.

He had a five-year service contract and was paid a salary of £375,000. His compensation amounts to roughly double his annual salary. He is also contractually entitled to receive deferred bonuses earned in 1988, 1989 and 1990 under the much criticised scheme implemented by Sir Ralph.

The deferred bonus scheme was terminated by Sir John Hoskyns, the current chairman, in November 1990, and Mr Cooklin was its last member. Under the scheme, Sir

Ralph, Mr Cooklin, Mr Plant and Michael Wood, the former finance director, will continue to receive payments until November 1994, even though they have all left.

The group has declined to give a figure for Mr Cooklin's deferred bonuses, as it says at the time of Sir Ralph's departure it overestimated the amount he would receive.

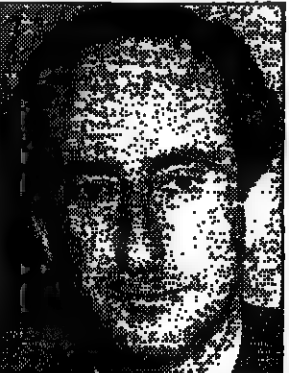
According to Burton's estimates at the time of their departures, Sir Ralph was due £1.4 million in deferred bonuses, Mr Plant £600,000 and Mr Wood £100,000, making £2.1 million. The group says a truer figure would be £1.5 million. Analysts say Mr Cooklin was on the same scale as Mr Plant before Sir Ralph left, which would make revised estimates about £2 million.

The four received a total of £2.32 million in compensation for loss of office, over and above the deferred bonuses. Sir Ralph also received an annual pension of £456,000 a year. Pension arrangements for the others were not disclosed.

In addition, the nine-man board, made up of five executives and four non-executives, received more than £14 million in fees, salaries, and performance-related payments from 1987 to 1990. Analysts believe the four departed executive directors received the bulk of this, which means the four men have or will receive the lion's share of £18.5 million for this period.

Mr Cooklin's departure did not take the City totally by surprise. There had been rumours of a power struggle between Mr Cooklin and Mr Hoerner for some weeks. He took over as chief of Debenhams in April 1987 and was previously with May Department Stores in America. He is well regarded in the City and is thought to have improved Debenhams' fortunes.

Mr Hoerner, who was born and brought up in Nebraska, said yesterday that this was his fourth chief executive job. He distanced himself from the cult of personality which had been prevalent at Burton in times past. "I believe in team work. I'm not into small-scale management elites. I work with a large group of senior people". He has called the 17 senior managers in Burton to a brainstorming session tomorrow.



Halpern: old regime

Comment, page 21

Mercedes plan to shed 20,000

BY WOLFGANG MÜNCHAU
EUROPEAN BUSINESS CORRESPONDENT

MERCEDES-BENZ, the car-making subsidiary of Daimler-Benz and a bedrock element of German industry, is understood to be looking at plans to shed up to 20,000 jobs by the end of 1995. The prospect highlights the urgent attempts being made by European motor manufacturers to gear up to increased competition from Japan by the end of the decade.

Most of the job cuts are expected to be made in Germany, where the company employs just over 100,000 people, about 40 per cent of its worldwide workforce. A Mercedes spokesman confirmed last night that the company was considering shedding "several thousand" jobs.

He added that the cuts would be part of an ambitious programme by Daimler-Benz to achieve savings of DM4 billion each year until 1995. Mercedes-Benz announced recently that it was

forced to respond to the worldwide economic slowdown and the difficult state of the European and American car markets.

Yesterday's statement came less than a week after several European car makers announced large-scale redundancies, including 3,000 job losses at BMW and 2,400 at Ford and Vauxhall in Britain. In the case of Mercedes, most jobs lost are likely to be in Germany, where the company assembles its entire range of cars.

The Mercedes spokesman insisted that the company would not have to resort to compulsory redundancies to reduce its workforce. The planned job cuts could be achieved through "natural wastage", including early retirement schemes and a ban on hiring new staff.

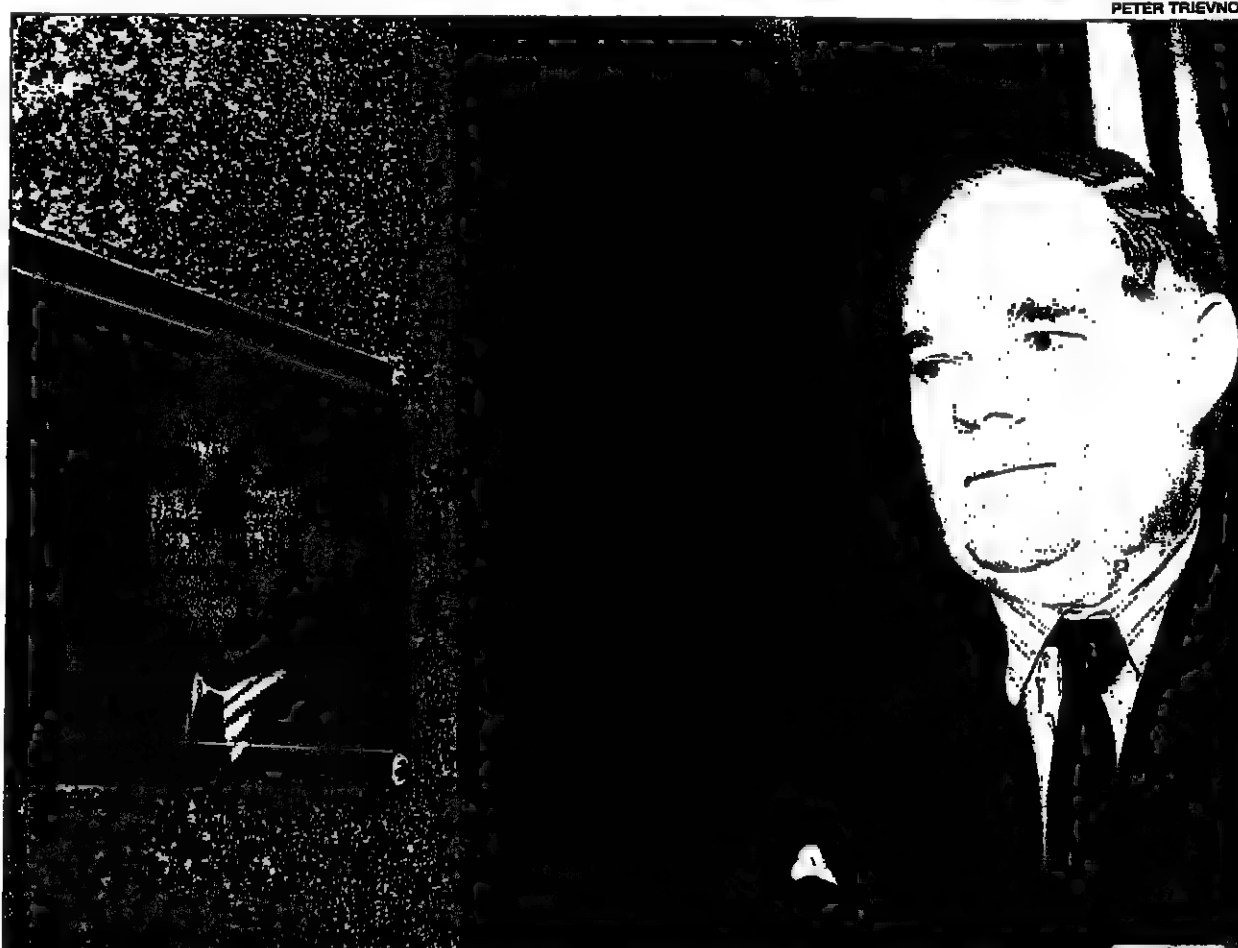
However, a final decision is not thought to have been made yet, and there appears to be some pressure from within the company's management to employ more drastic measures.

The timing of the announcements by BMW and Mercedes is also seen as an

attempt to scare IG Metall, the powerful metalworkers' union, into accepting a moderate wage deal in the forthcoming pay round. IG Metall is demanding a pay rise of 9.5 per cent; the employers say that would mean large-scale redundancies throughout German industry, higher prices, or both.

The issue of job losses at Mercedes-Benz might also raise the spectre of eventual relocation of production outside Germany, in response to high and rising German labour and social costs. As Japanese motor manufacturers are now attempting to exploit the upper segments of the car market, companies such as Mercedes and BMW are under increasing pressure to reduce their costs.

Last year, Daimler-Benz and Mercedes announced that there would be 3,000 job cuts by 1995 at their administrative head-office in Stuttgart. These come on top of reductions in production-line jobs and will be achieved mainly by forcing staff into early retirement at the age of 55.



Well reflected: John Hoerner, the American who is to take over as chief executive of Burton Group

News Corp rises 19% to Aus\$298m

BY GRAHAM SEARJEANT
FINANCIAL EDITOR

THE News Corporation, the Australian international media group, increased its pre-tax profit 19 per cent to Aus\$298 million (£125 million) in the six months to end-December despite recessionary trading conditions in most of its main markets. The interim dividend is maintained at 5 cents from earnings up from 64 cents to 79 cents per share.

Excluding prior-year profits of Aus\$41 million from foreign exchange trading, which was ended to eliminate financial risk, pre-tax profits were up 43 per cent.

Rupert Murdoch, the chairman, said the group aimed to make itself a quality producer of newspapers and television but also a low-cost producer. Management's priority was to improve profits from existing businesses.

Profits benefited from a Aus\$93 million cut in interest charges, mainly due to disposals, which was reflected in an 8 per cent drop in turnover to Aus\$5.3 billion. There was, however, an underlying increase in profitability.

News Corp suffered a Aus\$63 million share of losses at associates British Sky Broadcasting and Ansett Transport Industries.

British Sky Broadcasting is forecast to break even on its trading next month and to start making trading profits in the last quarter of the financial year. During 1991, the number of homes reached

by Sky increased by 1 million to 2.8 million. In Australia, Ansett increased losses because of a price war but its main new competitor has collapsed and income benefited from price increases.

Mr Murdoch said: "We have put a lot of effort into *The Times* and it is now beginning to click. I am very happy with it."

In America, operating profits fell by Aus\$100 million to Aus\$472 million due to the sale of magazines and poor results from Twentieth

Century Fox, which had to write off two costly films. Fox Broadcasting, the television network, increased profits. Expanding the network from four nights a week to an eventual seven nights is now a priority. In Australia and Hong Kong, operating profits rose from Aus\$186 million to Aus\$201 million.

The majority-owned South China Morning Post has bought a Chinese language newspaper and hopes to develop integrated classified advertising.

CATCHING THE TIDE

In January 1991, Mercury launched its Global Bond Fund. Interest rates seemed poised to fall as world economies faltered and inflation eased. The outlook for government bonds appeared excellent.

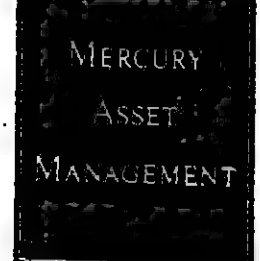
The Fund's performance over its first year has confirmed this view. By 1st February 1992, the offer value of an investment made at the Fund's launch on 4th January 1991 had risen by 18.9%.

Investors and their advisers are increasingly recognizing the important part bonds play in a well-structured portfolio. With further worldwide falls in interest rates and inflation expected during 1992, we believe that the case for bonds remains intact.

To find out more about Mercury Global Bond Fund, contact your financial adviser or telephone us on 071-280 2800.

MERCURY GLOBAL BOND FUND

Mercury Fund Managers Ltd FREEPOST London EC4B 4DQ
Member of IMRO, LAUTRO and the UTA



* Offer to offer basis with net income reinvested. Past performance is not necessarily a guide to future performance. The value of investments and income from them may fluctuate and are not guaranteed. Mercury Fund Managers Ltd is part of the Mercury Asset Management Group.

Payout up at St Modwen

St Modwen Properties, the West Midlands development and investment group, is raising its annual dividend to 0.55p (0.5p) a share, despite a fall in pre-tax profits from £4.05 million to £2.11 million in the year to end-November.

Turnover advanced from £22.9 million to £45.1 million. Earnings slipped to 1.7p (2.3p) per share. The value of net assets per share was maintained at 38p.

GenCon climbs

General Consolidated Investment Trust saw pre-tax revenue climb to £6.6 million (£6.7 million) in the year to end-December. A final dividend of 2.75p makes an unchanged total of 10.41p.

Loss reduced

URS International, the American professional services group, quoted in London, reports reduced pre-tax losses of \$536,181 (\$1.2 million) for the six months to end-June. Again, there is no interim dividend.

Porvair deal

Porvair, the specialist plastics group, is taking a majority stake in Polyfionics, which makes medical diagnostic devices, for £300,000.

Spending more

West German retail sales rose by a real 5.6 per cent in 1991, the second largest rise since 1970, according to the Federal Statistics Office.

Paribas seeks bank links in Germany

BY OUR CITY STAFF

BANQUE Paribas is preparing to expand its operations in Germany and Credit du Nord, its subsidiary, intends to link with German banks.

The French banking group is also looking for partners to invest in German industry and does not rule out the possibility of a link at parent group level with a bank if the opportunity arises.

Charles Hauser, vice president of Banque Paribas, said: "Our subsidiary Credit du Nord, which is a domestic retail bank, really needs to link up in a number of foreign countries. They have done it in Spain, Sweden and Belgium. Nothing has been done yet in Germany, but they are definitely looking as well as in other European countries."

Paribas plans to expand in asset management, capital markets, mergers and acquisitions and privatisation activities in Germany. Mr Hauser said: "We are in the process of developing our mergers and acquisitions and have also created a subsidiary to invest in German companies."

Standard & Poor's action is based on "the continued deterioration in loan quality of the consolidated Paribas group, and its impact on group profitability and adequacy of group capital."

Paribas has a heavy exposure to the Maxwell empire and the Swiss property market through Paribas Suisse, its subsidiary, which it estimates will lead to a net loss of Fr200 million in 1991, but banking analysts forecast it will recover in 1992.

But German banks may be reluctant to commit themselves until Standard & Poor's, the American rating agency, has completed its review of \$1 billion of Banque Paribas debt ratings which are on creditwatch for a downgrade.



Ten-pin money: Allied Leisure's Richard Carr (bowling) and Duncan Moss

Allied Leisure pegs dividend

BY PHILIP PANGALOS

ALLIED Leisure blames the recession and an erosion of consumer confidence for the proposed withdrawal from its loss-making Theme Bars operations, which has resulted in a big £3.23 million extraordinary charge.

Despite depressed consumer spending, the ten-pin bowling to nightclub group managed to lift pre-tax profit to £1.65 million in the 25-week period to January 5, against £1.63 million in the comparative 24-week period

to end-December 1990. Turnover grew by 17.7 per cent to £10.6 million. Earnings per share fell from 6.92p to 3.69p, reflecting last April's one-for-one rights issue. The dividend is maintained at 1.5p a share. The shares lost 4p to 72p.

Richard Carr, chairman, said: "The recession has created the most challenging trading conditions that we as a company have ever experienced."

Megabowl ten-pin bowling centres. Operating profits from this major-market area rose 15.7 per cent to £2.87 million, on turnover ahead 23 per cent at £7.82 million.

Duncan Moss, finance director, said: "The lines are still full at peak times, but waiting times have increased and less money is being spent on bars and food."

Operating profits from Allied's three nightclubs slumped 67 per cent to £295,000.

Allied-Leons expands doughnut chain in US

ALLIED-LEONS, the drinks, brewing and food conglomerate, is continuing to expand its Dunkin' Donuts chain with the purchase of 51 stores in America now trading under the Dawn Donuts banner.

The price is likely to be only a few million pounds. David Jarvis, chairman and chief executive of J Lyons & Company, said a similar but slightly smaller deal in America is also in the pipeline. Dunkin' Donuts now has 2,500 stores around the world although four out of five are in America. Twenty-three of the Dawn Donuts stores will switch to the Dunkin' Donuts format. After six months, Allied has the agreement of most of the remaining franchise-holders to convert.

European car sales rise

CAR sales in 17 European countries rose 1.6 per cent in January to 1.24 million vehicles, say French car industry officials. Volkswagen remained Europe's leading car seller in January, but Peugeot moved up to second place from fifth in January, at the expense of Fiat and Ford. General Motors' European division continued to hold third position and Renault remained in sixth spot, although its share of the overall market rose. Peugeot's gains were largely powered by a 24 per cent surge in the number of Citroën models, raising Citroën's market share to 5.21 per cent, from 4.29 per cent.

Moorfields falls into red

MOORFIELDS Estates, the north of England residential and commercial property developer quoted on the Unlisted Securities Market, announced a loss before tax of £691,000 for the year to end-October (£565,000 profit). The loss follows £949,000 of provisions against falls in the value of some of its commercial properties. The commercial division lost £1.04 million net after provisions and interest write-offs. The net loss for the group is reduced to £465,000 after recoverable taxation. A normal dividend of 0.1p is paid (2.4p) for the year to maintain trustee investment status.

ICI buys Barnices

IMPERIAL Chemical Industries has bought Barnices Valentine, Spain's largest vehicle refinishing business. The price was not disclosed but ICI said it was less than £50 million. Through the acquisition of Barnices, which employs 70 staff and has a turnover of about £16 million, ICI hopes to strengthen its position as a supplier to the European automotive repair industry, especially in Spain, which is Europe's fifth largest and fastest growing market. ICI said that customers in France and Spain would have access to ICI Autocolor products and business support systems.

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Managers expect industrial upturn in next few months

By ROSS TIEMAN, INDUSTRIAL CORRESPONDENT

THE first signs of a recovery in manufacturing output are expected in the next four months by managers in the industrial heartlands of the West Midlands and the North-West.

Output in Scotland, however, is predicted to fall sharply and overall expectations among manufacturing companies in Britain are for both demand and output to remain weak.

The prospect of a levelling-off in the trend of manufacturing decline emerges from a joint regional analysis by BSL, a business research company, and the Confederation of British Industry. The two bodies have examined

information collected by the CBI's recent industrial trends survey.

However, the analysis also reveals large variations in the impact of the recession on the regions, and in managers' expectations of recovery.

"Before the recession began, levels of capacity utilisation tended to be lowest in Scotland and the North-West of England," the study observes. "Today, some of the highest rates of capacity utilisation are to be found in Scotland and northern regions."

The study also highlights East Anglia and the South-East as the regions that have lost the most manufacturing

jobs over the past 12 months. Yorkshire and Humberside and the North have lost the least, it says.

Industrial managers are sometimes mistaken in their perceptions of demand and output trends. However, their position close to the workbenches of British industry means the CBI's industrial trends survey is generally taken to be the most reliable barometer of manufacturing prospects.

Optimism in the West Midlands declined during the final quarter of 1991, along with demand, but collective expectations now are for a recovery in demand during the next few months.

"As older, less efficient plant has been eliminated, fewer firms are now working below capacity," the study says. "Average prices and unit costs decreased, helping to make the West Midlands more competitive, but at the expense of profit margins."

A similar picture emerged in the North-West, where managers expect orders to rise in the course of the next four months, for the first time since July 1989. Although unit costs in the region were up, they rose by the smallest margin since the analysis was first conducted in July 1988.

However, Scotland, which appeared almost immune to the recession long after the rest of the economy was contracting, is now feeling the effects quite badly. BSL and CBI researchers found pessimism had increased in the latest quarter, while demand and output had continued to fall. Further output falls are expected.

Hopes of a recovery spreading outwards from the South-East, as the recession did, might turn out to be misplaced. In London and the South-East, the study found, expectations have again declined.

Capacity utilisation is at its worst level since July 1988 and output is expected to fall further. Prices have fallen and rises in unit costs are very modest. But uncertainty over demand is leading to further cutbacks in investment.

Elsewhere, the pattern is mixed, but broadly neutral. If the metal-hedgers of the Midlands and North-West are right, manufacturing recovery, when it comes, will begin in the industrial heartlands.

The South-East, which has been hit hardest, might have to wait a little longer.

Single market hotline takes 250,000 calls

By COLIN NARBROUGH

PETER Lilley, the trade secretary, has hailed his department's nearly three-year-old single market hotline as a tremendous success in improving companies' awareness of the impact of the 1992 programme on their businesses.

At a ceremony in Victoria marking the 250,000th call, he said Britain was well ahead of its European partners in the level of business awareness about the implications of an integrated market.

His caller was Brian Pearce, of Pearce Signs, a London company that makes and supplies illuminated signs, among others, for the Euro Disney project near Paris. Mr Pearce sought the department's advice on how his company could avoid paying double VAT on some of its export work.

About 50 per cent of the callers on the hotline are from firms with less than 100 employees, but nearly 20 per cent of callers have a staff exceeding 500. About a third of enquiries come from businesses in the service sector. Mr Lilley said the hotline — 081-200 1992 — would be kept open for those businesses that have not yet considered how they will be affected by the single market, which

comes into effect from January next year.

Mr Lilley said Britain was preparing to use its six-month presidency of the European Community later this year to address the remaining 20 per cent of single market measures still unresolved.

The initial proposals from Lord Cockfield, the former European commissioner, totalled nearly 300. But the British government feels that not all of the outstanding measures need to be put in place. "Some need not be completed," Mr Lilley said.

He said Britain was not alone in wanting to pare the list of measures still unfinished. The hotline puts callers in touch with the relevant departments in Whitehall and private sector advisers.



Lilley: 'huge success'

Apple sets claim at \$4.37bn

Apple Computer, the world's second-largest maker of personal computers, claims copyright infringements by Microsoft, the software company, cost it \$4.37 billion in lost profits and sales.

Apple has been suing Microsoft for almost four years. The figure was disclosed in a potential claim for damages in court documents yesterday. It is 14 times Apple's net \$309 million profit last year.

Microsoft says the claim is "insupportable and speculative", and says all its software technology was made by its own employees.

Apple accuses Microsoft and Hewlett-Packard, the computer maker of illegally copying the window system technology which it says gives the Apple Macintosh computer its distinctive feel. Hewlett-Packard says Apple's claims are groundless.

BTP cash call

BTP, the specialty chemicals group, is raising £28.3 million by way of a deeply discounted one-for-six rights issue to fund further purchases in Europe and other expansion plans. Frank Buckley, the chairman, said the £8.8 million purchases of three French businesses filled in a clear gap left by the group's earlier acquisitions that took it into the German, Italian and Scandinavian markets. Shareholders are promised a final dividend of at least 5.75p for the year to end-March, making a total raised from 8.4p to 8.85p.

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Coal record

Productivity at British Coal reached a record of 5.92 tonnes/man/shift last week, an increase of 28 per cent over the level of a year ago, Neil Clarke, chairman, said.

Watmoughs wins Spanish contract

By JONATHAN PEYNN

WATMOUGHS (Holdings), the print group that specialises in colour magazines and newspaper colour supplements, has won a five-year contract to print *Hello*, the celebrity gossip magazine.

Watmoughs will also print *Hola*, the Spanish sister publication of *Hello*, and *Blanco y Negro*, another Spanish magazine. Printing under the contracts will begin in the spring next year at a new £36 million plant near Madrid.

The company said the three contracts meant that the new factory would operate at 80 per cent of its planned capacity a year after opening.

Hola SA, the publisher of *Hello*, is to lend £2.2 million to Watmoughs España, the Spanish subsidiary of Watmoughs, as part of the contract terms. The loan is convertible into 10 per cent of Watmoughs' shares up to 90 days after the printing con-

tract becomes effective. The investment in the new print plant is being financed through a £22.3 million one-for-four rights issue at 350p, fully underwritten by Singer & Friedlander.

Watmoughs said the cash call would ensure that gearing and interest cover were maintained "at prudent levels", during the investment programme planned for the next two years.

Profits before tax for the year to end-December 1991, are forecast at not less than £8 million compared with £11.6 million last year. First-half profits last year fell almost 50 per cent to £2.6 million. A final dividend of 8p will be recommended, making 10.5p (10.25p) for the year. Trading in the current year is said to be in line with expectations.

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Swiss take first faltering steps in fallibility

By WOLFGANG MÜNCHAU
EUROPEAN BUSINESS
CORRESPONDENT

GONE are the days when the Swiss could simply plod on in isolation from the rest of the world, unaffected by wars or recessions. Over the last year, Switzerland has made tremendous efforts to become, at last, just like the rest of us.

The Swiss finance ministry had to admit yesterday that in 1991 the proud Alpine Federation incurred a budget deficit, the first in over five years, which the ministry blames on "lack of discipline in public spending". Worse still, according to the ministry, the deficit was neither wanted nor forecast, and in that sense the news came as rather a shock.

Perhaps developments such as this will give us the much-vaunted European economic convergence,

even if not quite as intended, in that a once rock-solid economy appears to converge to rather laxer Mediterranean standards. Germany is the other example of such convergence, although it has an excuse for the moment.

While Switzerland's SF2 billion (£780 million) 1991 deficit is less than 1 per cent of gross national product and therefore does not quite match Italian or Belgian profligacy, it nevertheless shows that the country can no longer isolate itself from developments in neighbouring economies. What must be truly galling for the Swiss is that they cannot blame Europe's exchange rate mechanism, as everyone else does, because they do not belong to it.

Switzerland's recent economic performance makes grim reading. Annual inflation, at 4.9 per cent in January, has come down from the

6.5 per cent peak last July, although it is still higher than Germany's or even Britain's. The economy is in the middle of a recession, with GNP expected to have fallen by 0.7 per cent in 1991, according to estimates by the government's commission for economic affairs.

Traditionally, Switzerland has one of the best unemployment records of all western economies. In December the unemployment rate was 1.9 per cent, which might be low compared with other countries, but in Switzerland it means that the jobless total has risen by 134 per cent between the end of 1990 and 1991.

The rate is accelerating, converging towards European standards. If Switzerland does join the European Community eventually, its restrictive immigration laws will no longer be able to contain the population size

and keep unemployment at very low levels.

More gloom is expected for the current year. Germany is falling into recession, and its problems will spill over into Switzerland, in the same way as last year's rise in German inflation was "successfully" exported to all of its neighbours. Despite a package of spending cuts, the Swiss government is now resigned to accepting that there will be another budget deficit this year.

"Perhaps when Switzerland finally joins the EC, in 1999 or in 2009, its economy may have caught up completely. It already has a drugs problem, and might conceivably aspire to a tax evasion problem, an immigration problem, an unemployment problem or even an urban congestion problem.

Who knows? Switzerland might even turn out to be a net beneficiary of Community funds.



Recovery not in sight: Peter Job, chief executive of Reuters, yesterday

Reuters cautious as profits improve

By MARTIN BARROW

REUTERS Holdings, the financial information and news company, gave a warning that further cost-cutting measures may be implemented in the absence of any evidence of a recovery in demand.

Peter Job, chief executive and managing director, said the company was still under pressure from customers to avoid passing on increases in costs. "In the near term, market recovery is not in sight and we expect revenue growth to slow further in 1992, particularly since, in response to our customers' needs, we have generally avoided increasing prices," he said.

Reuters' cautious statement on prospects for 1992 tempered the stock market's response to 1991 figures in line with expectations and the surprise disclosure that the company's net cash rose from £217 million at the end of 1990 to £263 million.

In the 12 months to the end of December, pre-tax profits rose from £320.1 million to £340.3 million, up 6.3 per cent. A reduced tax charge and minority interest resulted in a 10.5 per cent rise in earnings from 49.5p a share to 54.7p.

The final dividend is 12.3p a share, lifting the total to 17p (15p). The shares closed up at 1104p.

Rob Rowley, finance director, said the substantial rise in net cash was the result of a continued focus on cash management and capital expenditure. Working capital requirements fell by £55 million and capital expenditure declined from £195.5 million to £159.1 million. Interest receivable rose from £30.4 million to £49.6 million but Mr Rowley said that further growth this year would be restrained by a movement towards half-yearly and quarterly billing.

Revenues advanced 7.1 per cent from £1.37 billion to £1.47 billion. But operating profits rose by less than 1 per cent to £290.5 million. The total number of staff fell by 475 to 10,335.

Wickes recovers in second half but stays in red

By GILLIAN BOWDITCH

WICKES, the timber and DIY group which had a rescue rights issue a year ago, saw some recovery in the second half of last year but not enough to push the group back into pre-tax profit.

For the year to end-December 1991, Wickes made a pre-tax loss of £6.72 million, an improvement on the £7.84 million loss in the previous year. Turnover fell from £623 million to £526 million and there was an extraordinary charge of £3.38 million for losses on the sale of a hardwood processing business and the cost of withdrawing from consumer credit.

The interest charge of £16.8 million wiped out the £10.8 million operating profit and the loss per share was 2.1p compared with a 3.5p loss. No final dividend has been paid but the group intends to resume the payment of dividends in 1992 if progress is maintained.

In the second half, Wickes made a pre-tax profit of £6.2 million against a first-half loss of £12.9 million and the trend towards recovery continues. Henry Sweetbaum, the chairman, said: "In spite of the pace or extent of any economic recovery, but barring a further decline, I am confident that our profitability will continue to improve during 1992."

Wickes' UK retail businesses increased profit before tax



Sweetbaum: confident

SA talks lift Blue Circle

BLUE Circle Industries, the cement producer, is believed to be considering the sale of the group's 42 per cent stake in its South African associate company, in a deal that could net the British company in the region of £70 million (Martin Waller writes).

Blue Circle shares rose 7p to 261p after a short announcement that talks were in progress with Murray & Roberts, its joint venture part-

ner, that "could have an effect on the share prices of the companies".

One suggestion in the market was that Blue Circle plans to sell out to Murray & Roberts. Each holds a 42 per cent stake, with the balance quoted on the Johannesburg stock exchange, where the shares have risen two rand to R34.50 (£5.47) recently. At that price the company is worth just short of £1 billion.

Brussels returns Tarmac deal with Steetley to OFT

By MARTIN WALLER

THE proposed joint venture between Tarmac and Steetley, one of the central planks of the restructuring now taking place in the building materials industry, has been sent back to London by Brussels for a ruling on competition by the Office of Fair Trading.

The decision, which represents a victory for Peter Lilley, the trade secretary, brings closer a full reference to the Monopolies and Mergers Commission of both the joint venture and a rival and hostile bid for Steetley from Redland, a third building materials concern.

All three companies are desperate to avoid such a reference, and the next few days are likely to see tough negotiations between the three and the OFT, which is already considering the £580 million Redland bid. After the Brussels decision Steetley said the company and Tarmac "will now discuss with the OFT the concerns noted".

Mr Lilley had requested that the venture be sent back to the OFT from the European Commission, which under European Community merger legislation had jurisdiction to consider it. The trade department said the link raised competitive concerns, but because the building materials industry was contained within Britain and did not export, the matter had no relevance to Europe as a whole.

Sir Leon Brittan, the competition commissioner, has accepted this view, adding that he too thought the joint venture raised competition concerns by threatening to create a dominant position in bricks in the north-east and south-west of England and in clay tiles in the country as a whole.

There have been only two other attempts by a Community country to have a competition ruling referred back to the national authorities, and both have failed.

There are now two likely options open to the OFT. It may refer the joint venture and the Redland bid to the MMC, while refusing to allow the various parties to make undertakings to reduce their various market shares, or it may allow such undertakings to be made.

Tarmac and Steetley have nearly 80 per cent of the north-east brick market, less than 50 per cent of bricks in the South-West and nearly 40 per cent of clay tiles nationally. Both parties have indicated that they will consider closures or disposals to avoid

an MMC reference. But Steetley and Tarmac's room to manoeuvre is limited by the need to keep enough of the business to make the level of cost savings they are looking for with the merger.

Gerald Corbett, Redland's finance director, said: "The industry needs restructuring. We've always maintained that undertakings are the ideal way to resolve any competition issues raised and we are happy to consider any that are appropriate."

A significant sector of the market believes the Redland bid will not succeed, however. Steetley's share price, up 4p at 344p, is 50p below the shares terms on offer from Redland.

G7 threat could aid trade talks

By COLIN NARBROUGH
ECONOMICS CORRESPONDENT

THE government hopes the threat of an emergency Group of Seven (G7) summit will break the deadlock in world trade talks. Peter Lilley, the trade secretary, said yesterday that a successful outcome to the talks was desirable by mid-April.

The prime minister said on Tuesday, after discussions in London with Dan Quayle, the American vice-president, that a speedy and successful conclusion to the trade talks was "imperative". Mr Quayle made clear that Washington shared this view.

However, the meeting between Mr Major and Mr Quayle appears to have produced no fresh support for the idea of an emergency summit, put forward last week by Jürgen Möllemann, Germany's economics minister. To underline the German view that a G7 agreement was more important for world growth than lower European interest rates, Herr Möllemann proposed that the G7 leaders meet to break the deadlock arising from the differences over farm subsidies.

Mr Lilley said summits were not always the best forum for working out differences. It was up to Germany, as current G7 chairman, to call a summit.

It could, however, be advantageous to have the threat of a summit hanging over trade and farm ministers like a "sword of Damocles".

Oil talks aimed at cutting output

By MARTIN BARROW

OIL ministers held bilateral talks in Geneva yesterday hoping to pave the way for a general accord by the Organisation of Petroleum Exporting Countries to reduce output and secure higher oil prices.

On the first day of the full ministerial meeting the afternoon session was delayed to allow individual members more time to prepare the groundwork for agreement on a formula that would allow production cuts of between 5 per cent and 7 per cent.

Most oil ministers agree Opec should reduce output from 24.2 million barrels per day (bpd) to between 22.5 million bpd and 23 million bpd to meet expected second-quarter demand of around 22.8 million bpd.

Iran is among those who believe the proposed cuts will not go far enough. Gholamreza Aghazadeh, the Iranian oil minister, said Opec should immediately cut output to between 22 million bpd and 22.5 million bpd.

Support for Iran's position has emerged from an unlikely ally, Venezuela. Celestino Armas, Venezuela's oil minister, said second-quarter demand could fall below 22 million bpd, taking a more pessimistic view than other members.

The Latin Americans normally adopt a moderate stance on oil prices but the recent attempted coup has put pressure on the Venezuelan government to raise additional funds.

Political considerations also influence the position of Algeria, whose government has clashed with Islamic fundamentalists and is feeling the economic pressure of low oil prices.

The main block to an agreement is the refusal of Opec's smaller producers to accept cuts on a pro-rata basis. Saudi Arabia, which produces around 8.5 million bpd, wants all members to bear the brunt, thus maintaining its share of Opec's output at 35 per cent. But Ecuador and Gabon argue that such a step would force them to pump less oil than specified in Opec's July 1990 agreement. That accord pegged production at just below 22.5 million bpd.

They suggested Opec may attempt to strike a compromise, providing a safety net for smaller producers. Under such an accord, bigger producers would absorb the relatively small amounts of cuts that would push any member below its quota.

Over a barrel, page 21

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WALL STREET

Acquisition skills: Frank Buckley, chairman of BTP



Acquisition skills: Frank Buckley, chairman of BTP

TIPHOOK: THE BEAR RAIDS CONTINUE

Share price

FT all-share index (rebased)

Source: Datastream

Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb

600
550
500
450
400
350
300

Share price

600
550
500

review of the sector. This produced falls in British Land 4p to 249p, Hammerson 12p to 485p, Land Securities 10p to 457p, MEPC-10p to 367p and Perry Hilton 8p to 445p. The decision by RTW, p

to respond to this week's better than expected third-quarter figures with a rise of 5p to 253p.

Worries about property values also left P&O 12p lower at 398p, after touching 393p. The shares were spooked by whispers that its joint property venture with Elliott Bernard, Chesham, had run into problems. The bears say P&O may soon have to con-

	Period	Open	High	Low	Close	Volume
FT-SE 100	Mar 92	2549.0	2558.0	2538.0	2539.5	57
Previous open interest: 40962	Mar 92	2556.0	2565.0	2545.0	2555.0	57
Three Month Sterling	Mar 92	88.85	89.35	88.75	89.70	712
Previous open interest: 20709	Jun 92	90.15	90.15	89.70	89.70	712
	Sep 92	90.43	90.43	90.39	90.41	151
Three Mth Eurodollar	Mar 92	95.97	95.97	95.94	95.95	146
Previous open interest: 41328	Jun 92	96.04	96.04	95.79	95.79	146
Three Mth Euro DM	Mar 92	90.45	90.45	90.42	90.45	79
Previous open interest: 23906	Jun 92	90.82	90.82	90.76	90.77	2382
US Treasury Bond	Mar 92	101.02	101.06	100.94	100.95	61
Previous open interest: 4461	Jun 92				99.23	
Long Gilt	Mar 92	97.07	97.04	97.04	97.04	104
Previous open interest: 5990	Jun 92	97.03	97.15	97.03	97.03	104
Japanese Govt Bond	Mar 92	101.51	101.51	101.51	101.51	48
	Jun 92	101.51	101.51	101.51	101.54	38
German Govt Bond	Mar 92	88.21	88.27	88.12	88.18	234
Previous open interest: 17722	Jun 92	88.36	88.86	88.72	88.77	234
Three month ECU	Mar 92	89.76	89.73	89.73	89.74	24
Previous open interest: 3099	Jun 92	89.73	89.73	89.73	89.74	24
Euro Swiss Franc	Mar 92	92.66	92.67	92.63	92.66	146
Previous open interest: 3099	Jun 92	92.68	92.68	92.64	92.66	146

closed higher in fairly loose in futures trade. Gains in key positions advanced in New York. Interest in rolling 2 1/2 May trading day.

GENI LONDON GRAIN FUTURES

WHEAT	
(March 18)	
Mar	125.08
May	126.70
Jun	127.00
Jul	127.50
Aug	128.00
Oct	134.40
Volume 118	

BARLEY

(March 18)	
Mar	114.80
May	120.00
Jun	119.00
Jul	111.50
Aug	111.50
Oct	122.00
Volume 35	

H-190 SOYA (March 18)

Apr	126.30
May	130.50
Jun	131.00
Aug	122.00
Oct	126.50
Dec	129.00
Volume 45	

POTATO

6 1/2	Open	Close
Mar	127.5	127.5
Apr	128.0	128.5
May	128.0	128.5
Volume 67		

REUBEN

No 1 RSS CF (Feb)	
Mar	50.00-50.25

(Kilobush) (Volume 200-250)

COFFEE (C & F) (March)

London	27.00
Cupped G's	27.00
Super H G's (C & F)	27.00
Tin (March)	27.00
Aluminum H G's (March)	27.00

LONDON OIL REPORTS (ICES-LOW)

London 6:00pm: The market did not like the early news coming from the OPEC meeting. There was little sign, so far, of a major cut in output.

CRUDE OILS (\$/Barrel FOB)

Brent Physical	18.25	-0.40
Brent 15 day (Mar)	18.50	-0.20
Brent 15 day (Apr)	18.25	-0.20
Nec 15 H Apr	18.25	-0.20
W Texas Intermediate (Mar)	19.20	-0.20
W Texas Intermediate (Apr)	19.50	-0.20

PRODUCTS (\$/MT)

Spot Cst NW Europe (except delivery)

Premium Gas 1.5	248	208 (Apr) 212 (Apr)
Gasoil EEC	171	171
Nec EEC 1st Mar	171	173
Nec EEC 1st Apr	170	170
3.5 Pct Oil	180	180
Naphtha	186 (Apr)	187

PIPE FUTURES

GNY LSA	
GAS OIL	
Feb	166.50 SL
Mar	169.25-69.50
Apr	167.00 SLA
May	165.50-66.00
Volume 1873	

BRENT (\$/Barrel)

Mar	18.16-18.20
Apr	18.16-18.20
May	18.09 SL
Jun	18.09 SL
Jul	18.09 SL
Aug	18.09 SL
Oct	18.09 SL
Nov	18.09 SL
Dec	18.09 SL
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Feb	18.09 SL
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Mar	18.09 SL
Apr	18.09 SL
May	18.09 SL
Jun	18.09 SL
Jul</	

[illegible]

MAJOR CHANGE

RISSES:		Securitor 'A'	590p (+15p)
Security Services	485p (+13p)	FALLS:	
Liberty Life	500p (+10p)	Tiphook	350p (-94p)
BRAC Group	590p (+10p)	857p (-16p)
ICI	1234p (+30p)	General Accident	414p (-11p)
Sotheby's	738p (+30p)	Independent	330p (-10p)
Park Foods	543p (+20p)	Gleco	804 1/4p (-2 1/2p)
Tivennor	140p (+30p)	Hammerston	485p (-12p)
Bossey & Co	100p (+10p)	Wellcome	1103p (-13p)
News Corp	689p (+32p)	Commercial Union	750p (-17p)
		Canal Union	38p (-17p)

RECENT ISSUES

RIGHTS ISSUES	
Capital Industries 1p	61 -2
Emery Preferred Capital (100)	339
Fluorizing Japanese Waxones	106 -1 1/2
Latin Amer Inc & A (10 1/4)	110 + 1/4
Munkin Waxones	21 1/4
Pratt & Miller Inc 12 1/2	104
do- Suppl. Prt 12 1/2	121 1/4 + 1/2
BM Group 10p N/P (30)	67 -1
Clarke Ponds Sp N/P (80)	49 -1/2
Dunsmuir N/P (59)	41
HL-Tec Sports N/P (150)	22
Whence N/P (185)	60 -1

Exchange Index compared with 1985 was down at 90.9 (day's range 90.9-91.0).						
Major Rates for Feb 12						
Amsterdam	3,274.3-3,231	1,203.3-1,212	1 month	3 month	6 month	1 year
Brussels	2,011.50-1.50	50.00-50.14	8 1/2%	13 1/2%	15 1/2%	17 1/2%
Frankfurt	11,115.10-11,110	1,082.10-1,081	1 1/2%	2 1/2%	3 1/2%	4 1/2%
London	1,862.1-1,873	1,075.2-1,075	1 1/2%	2 1/2%	3 1/2%	4 1/2%
Paris	2,757.1-2,776	2,870.2-2,872	1 1/2%	2 1/2%	3 1/2%	4 1/2%
Frankfurt	2,861.1-2,861	1,075.1-1,075	1 1/2%	2 1/2%	3 1/2%	4 1/2%
Madrid	180.52-181.50	182.00-181.07	33 3/4%	102 1/2%	102 1/2%	102 1/2%
Mexico	215.60-216.37	215.60-216.37	30 1/2%	8 1/2%	8 1/2%	8 1/2%
New York	1,105.2-1,102	1,105.2-1,104	0.52-0.53%	2 1/4-2 1/2%	2 1/4-2 1/2%	2 1/4-2 1/2%
Osaka	1,755.1-1,752	785.5-787	0.56-0.57%	1 1/2%	1 1/2%	1 1/2%
Stockholm	11,245.0-11,245	11,270.1-11,265	1 1/2%	2 1/2%	3 1/2%	4 1/2%
Paris	9,759.9-9,801	9,789.9-9,801	1 1/2%	2 1/2%	3 1/2%	4 1/2%
Stockholm	10,471.10-10,451	10,438.0-10,451	1 1/2%	2 1/2%	3 1/2%	4 1/2%
London	22,720.22-22.61	22,720.22-22.61	1 1/2%	2 1/2%	3 1/2%	4 1/2%
Vienna	20.11-20.11	20.11-20.11	1 1/2%	2 1/2%	3 1/2%	4 1/2%
Zurich	2,570.6-2,576	2,570.6-2,576	1 1/2%	2 1/2%	3 1/2%	4 1/2%
Prime Rate 1/2% Discount 4%						
Foreign Bank						
Argentina Austral*	1,757.1-1,776	Australia	1,331.5-1,324	1,331.5-1,324	1,331.5-1,324	1,331.5-1,324
Australia dollar	2,394.2-2,392	Austria	11,277-11,279	11,277-11,279	11,277-11,279	11,277-11,279
Belgian franc	0.5758-0.5815	Belgium (Com.)	1 1/2%	2 1/2%	3 1/2%	4 1/2%
Brazil cruzeiro	2548.13-2549.91	Canada	1,181.0-1,181	1,181.0-1,181	1,181.0-1,181	1,181.0-1,181
Cypriot pound	0.851-0.816	Denmark	6,210.0-6,220	6,210.0-6,220	6,210.0-6,220	6,210.0-6,220
French franc	3.75-3.75	France	5,450.0-5,450	5,450.0-5,450	5,450.0-5,450	5,450.0-5,450
German mark	3.92-3.92	Germany	5,590.1-5,590	5,590.1-5,590	5,590.1-5,590	5,590.1-5,590
Greece drachma	330.15-335.35	Hong Kong	7,750.0-7,750	7,750.0-7,750	7,750.0-7,750	7,750.0-7,750
Hong Kong dollar	13,910.0-13,910	Italy	1,643.0-1,643	1,643.0-1,643	1,643.0-1,643	1,643.0-1,643
Indian rupee	16.46-16.86	Japan	1,520.1-1,520	1,520.1-1,520	1,520.1-1,520	1,520.1-1,520
Kuwait dinar KD	0.523-0.529	Malaysia	127.10-127.20	127.10-127.20	127.10-127.20	127.10-127.20
Libyan dinar	4,920.0-4,989	Netherlands	2,615.0-2,610	2,615.0-2,610	2,615.0-2,610	2,615.0-2,610
Mexico peso	5480-5580	Norway	1,795.1-1,795	1,795.1-1,795	1,795.1-1,795	1,795.1-1,795
New Zealand dollar	3,321.3-3,312	Sweden	6,250.0-6,250	6,250.0-6,250	6,250.0-6,250	6,250.0-6,250
Saudi riyal	10.00-10.00	Singapore	1,374.0-1,374	1,374.0-1,374	1,374.0-1,374	1,374.0-1,374
Singapore dollar	2,926.2-2,930	Singapore	1,331.0-1,332	1,331.0-1,332	1,331.0-1,332	1,331.0-1,332
S Africa rand (m)	6,294.6-6,197	Spain	100.85-100.85	100.85-100.85	100.85-100.85	100.85-100.85
S Africa rand (c)	5,000.5-5,012	Switzerland	5,500.0-5,500	5,500.0-5,500	5,500.0-5,500	5,500.0-5,500
S A E dirham	4,557.9-4,575	Switzerland	1,431.2-1,432	1,431.2-1,432	1,431.2-1,432	1,431.2-1,432
Barclays Bank GTS - Lloyd Bank						
Discount Rates: Clearing Banks 10% Finance Hse 11% Discount Merchant Loans Overnight high 10% Treasury Bills (140-day) 1 month 10 1/4; 3 month 9 3/4; Self 2 month 9 1/4; 3 month 9 1/4						
Foreign Bank Bills (Day)						
1 month	2 month					

Pay must match performance

The departure of yet another top executive from Burton Group clutching a handsome payoff highlights again the urgent need for transparency in setting executive remuneration.

Sir Ralph Halpern, departing chief executive Laurence Cookin, and the two other beneficiaries of corporate largesse, did nothing illegal in arranging for themselves such handsome terms of employment and severance. Yet the scale of these payments in relation to the straitened circumstances in which the group finds itself will strike many Burton shareholders as gross.

But for a much-needed rights issue last year, the group would be far from a picture of financial health. The legacy of the departed quartet is a company stuck with a higher cost base than many of its rivals, a merchandise strategy that has yet to prove itself, and a level of profit that could not be described more positively than modest.

Nor do Burton's institutional shareholders emerge from this with credit. They allowed incentive schemes, which were arguably over-generous in the first place, to be modified and even failed to block ex-gratia payments in years when the incentive scheme resulted in reduced benefits.

If this government wishes the idea of an enterprise culture to survive unscathed, if payments are to be seen to match results more closely and if shareholders would prefer their money spent more wisely, some reforms are overdue.

Details of incentive schemes, board contracts, salaries and pension arrangements should be much more fully available before they are settled, and subject to a veto by shareholders in general meeting. The job is often too complex to be left to remuneration committees, especially ones made up of former executives within a group.

Hope deferred

Wary voices of manufacturing industry, borne on the latest trends survey from the CBI, tell a tale of elusive optimism to match the elusive recovery the Bank of England described in its quarterly offering. Of the 11 regions, only the North-west and the West Midlands foresee any short-term improvement. Sadly, their optimism was misplaced before. And murmurs of confidence in two regions are no herald of national springtime.

Once so delphic, the Bank of England, in its survey of the economic scene sent a crystal-clear message to the government: trying to talk the economy up was an abysmal failure. Recovery not only failed to appear last year, dashing the hopes of the Governor and Chancellor alike, but could yet prove more elusive than even bearish forecasters dare believe.

The main risks to the feeble recovery the Bank half-heartedly expects some time this year are linked to private sector indebtedness arising from the house price excesses of the late Eighties. Although it estimates that the personal sector reached its gearing peak at 15 per cent in the third quarter last year, and has moved back into financial surplus, the Bank fears consumers could still hold back. A fall in house prices of almost 5 per cent since mid-1989, and the lowest turnover in the housing market since 1977, are tailor-made to make the consumer reluctant to build up debt. A serious concern, though not a prediction, is that a further fall in house prices would keep the consumer depressed for a long time, putting recovery off even longer. But with the "recovery postponed" scenario blessed by the Bank, Norman Lamont has a stronger case for a tax-cutting, election-winning Budget.

Oil sector placed over a barrel as worried investors ponder strategy

As the price of oil struggles around \$18, Martin Barrow investigates why City institutions are becoming increasingly nervous

BP may display a united front in the face of persistent speculation about boardroom dissent, but institutional unease is unlikely to be easily dispelled, particularly after today's financial results showing a sharp fall in annual earnings.

The share price speaks volumes about the perception of BP. At a time when funds have been switching into blue chip companies with secure yields, BP's stock has fallen from a 12-month high of 357p last April to 285p. The fall gathered pace in October when concern arose about the company's ability to fully cover 1991 dividend payments.

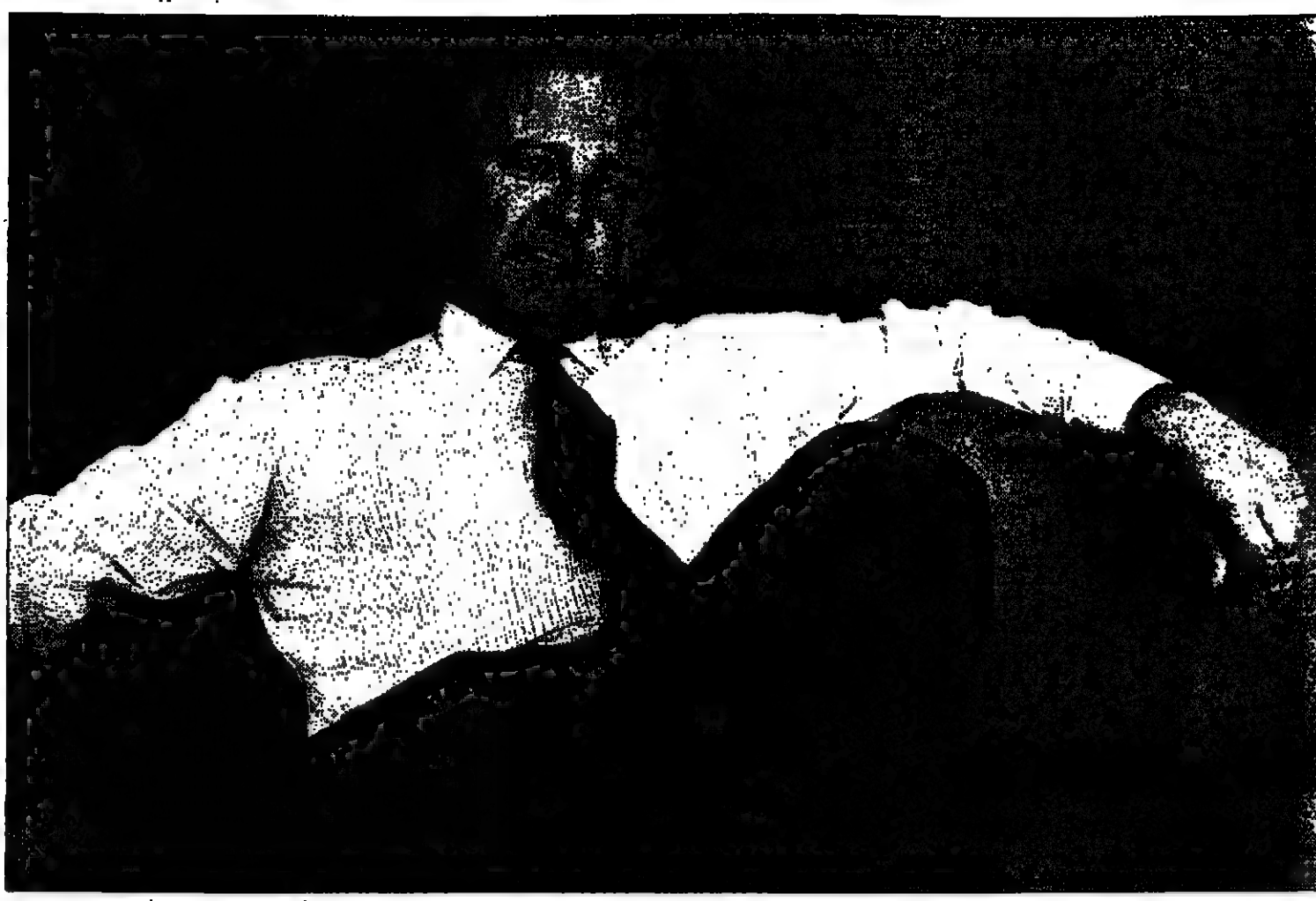
Against this background it was inevitable that questions would be asked about the strategy pursued by Bob Horton, chairman since 1990. He believed that the price of oil would rise, slowly but surely, to about \$25 a barrel by the mid-Nineties, and since his appointment BP has rapidly reinvented itself as a global exploration and production company. Non-core assets, such as minerals and coal, have been sold, while assets in the tried and tested North Sea have been swapped for acreage in so-called frontier areas, such as Colombia.

With oil prices now struggling to find support at \$18 a barrel, institutional investors who switched heavily into the oil sector after crude prices shot ahead in the build-up to the Gulf war are nervous and Mr Horton is paying the price.

Lofty assumptions about oil prices in the short- and medium-term were shattered when the first shot was fired in the Gulf and oil plummeted from \$33 a barrel to \$18. Oil traders were not alone in being caught out. Fund managers were left with portfolios heavily weighted towards the oil sector and in the scramble to unwind have inevitably caused further damage to the oil and gas sector.

One notable casualty has been Norwich Union, which has made no secret of its intention to offload a big proportion of its oil and gas investments and said recently that rationalisation of the quoted sector was overdue, suggesting it would view favourably attempts to merge.

The FT 100 share index has fallen 8 per cent in the past 12 months, underperforming the FTSE 100 index, which is weighted towards the oil and gas sector with four oil companies — BP, Shell, Enterprise and Lloyds — boasting an aggregate market capitalisation of £35 billion, oil shares underperformed by 21 points. The underperformance was sharpest among exploration and production stocks, which, in 1991,



Paying the price: Bob Horton, BP chairman, believed the oil price would rise slowly but surely to about \$25 a barrel by the mid-Nineties

trailed the rest of the market 34.2 per cent.

Even last year's largest bid, the £1.1 billion contested battle between Lloyds and Ultramar, failed to inspire the sector. Instead, the bid highlighted the shortcomings of the protagonists and compounded the sector's woes, removing lingering hopes of a recovery in the short term.

The belief remains that Lloyds acquired Ultramar on the cheap although its offer failed to lure other potential buyers of Ultramar's high quality American downstream assets into the open. As a result, the accuracy and validity of asset valuations for the entire sector were called into question.

Analysts argue forcefully that their valuations are not out of step with the market. David Basham, of Kleinwort Benson, contends that Lloyds's shares were undervalued because Ultramar succeeded in undermining confidence in the company's management. He points to recent cash deals, such as British Petroleum's acquisition of North Sea assets from Norsk Hydro and BP's agreement with Neste Oy where companies paid up to \$5 a barrel for reserves.

By contrast, most E&P stocks trade at a discount to the industry's average finding costs of \$4.27 a barrel and are still well adrift of analysts' valuations. At 235p, Lloyds trades at an 18 per cent discount to SG Warburg's estimate of net asset value of 286p, calculated on a going-concern basis. Nomura values Enterprise Oil,

one of the better rated stocks, at 595p a share, against a current price of 431p. One significant change highlighted by Kleinwort Benson is that investors are no longer willing to attribute significant value to exploration acreage and tax shelter, particularly from petroleum revenue tax. If this is correct, it is bad news indeed for smaller E&P stocks, whose speculative appeal has always been that one big discovery lay just around the corner and that a cash-rich predator would conclude that it made greater financial sense to buy assets instead of hoping for success with the drill bit.

In the absence of corporate activity, investors have focused on each oil company's ability to fund development costs and manage their own assets and have not been impressed by what they see, particularly among medium-sized E&P stocks. Shareholders have become impatient with the management of independents.

Clyde Petroleum is a typical example. Its shares have fallen from a 12-month high of 159p to 77p, reflecting unfavourable prospects. The company relied heavily on its shareholders to build up an international portfolio of assets, particularly in The Netherlands, Yemen and Malaysia, and, unlike many of its peers, does at least pay a dividend. However, its 1991 results are expected to show a decline in net income from £13 million to £8.5 million, according to Barclays de Zoete Wedd, and although the net dividend should

rise from 0.75p a share to 1.25p a share, further growth is unlikely in the current year, implying a gross yield of only 2.2 per cent.

Premier Oil and Gas has also disappointed investors. The company is only partly justified in blaming the badly handled placing of Burnmah Castrol's holding in the company for a collapse in its share price from 87p in August 1990 to 29p. Although it has reaped the benefit of increased production from the Wyth Farm onshore oil field, an international exploration programme has had few successes. The shares offer no yield and have found little support at these depressed levels, even though UBS Phillips & Drew calculates net asset value of 54p a share.

Mr Basham said: "The nagging question is why do companies such as Enterprise and Lloyds continue to grow and offer favourable yields while other independents continue to languish in the basement of the sector." His view is that perception will improve as the second generation of North Sea fields comes on stream in two years.

This may prove short-lived. Production profiles will peak in 1995, making it necessary to discover new reserves during the next 24 months. Drilling activity, however, robust in 1991, is expected to be curtailed this year, as release funds for developments that will be completed in 1994. With crude prices at current levels, the oil industry is hardly awash with cash and banks, which

have other problems to contend with, are proving reluctant lenders. Independent oil companies were active participants in last year's rights issue jamboree but many balance sheets still look less than solid.

This is particularly true of the sizeable group of American-based oil and gas companies that turned to London for funds in the Eighties, such as Richmond Oil and Gas, Exploration Company of Louisiana and Tereco Petroleum. The asset market in America is dead and gas prices are depressed. Low oil prices make mature oilfields uneconomical and American banks are as reluctant as their British counterparts to provide development funds. In addition, the environmental lobby is thwarting efforts to open up promising new fields.

Where the sector goes from here is difficult to forecast. In London, there are whispers of a pickup in corporate activity in the spring when low oil prices are expected to depress shares further but investors should not hold their breath. In the short term, the market is likely to see further asset swapping and some cash purchases by independents acting in concert. Full-blooded hostile takeovers will be rare.

The sector's fortunes are inextricably linked to the price of oil. With Opec producing more oil than the market requires, and with industrial demand expected to grow at a pedestrian pace this year and next, it is hard to see any significant recovery from current levels. It does not augur well for oil company shares.

THE TIMES CITY DIARY

A chippy off the old bank

COUTTS & Co, the aristocratic bank, celebrates its tercentenary later this month with the launch of a history of the Coutts family, written by Edna Healey. To accompany the tome, the bank has reconstructed an interior scene of its office in the Strand circa 1692, building a life-sized tableau in the foyer for customers to admire. A desk and counter, included in the display, and made from English oak, are likely to be of particular interest to Coutts employees, as they were made by an former colleague, Andrew Vickers gave up a secure job as a clerk in its Trustees department, also in The Strand, five years ago, to become a self-taught carpenter and furniture maker. He moved to Bath with his wife, Eileen, who still works for the Bristol branch of the bank. "My wife has kept my name fresh there and I've worked for one or two of the managers, restoring furniture for them, and so the bank architect thought of me when this came along," Vickers says.

First impressions

IF YOU are either unemployed or upwardly mobile, in career terms, and in search of a senior executive job, be warned. It isn't how you appear on paper that counts, but the impression you create when you walk through the door. Miles Broadbent, of Norman Broadbent, the head hunting partnership, which specialises in jobs with salaries of more than £70,000, claims he can usually tell if a candidate is right as soon as



"Sorry, Sir, you don't fit."

they step into his Curzon Street office. "Getting the job is 20 per cent intellect, 20 per cent jobs you have done, and 60 per cent chemistry," he says. To be sure that his first impression was properly representative, Broadbent discloses that after an interview, he often telephones his receptionist to see if a candidate had been courteous to her.

Changing fortunes

LIFE changes fast in the fast lane. In a list of the top 40 earners under the age of 45, to be published in the March edition of GQ magazine, three no longer qualify. Although Alan Sugar (total remuneration, salary plus dividends, £3 million) and Simon Weinstein (£2.4 million) doubtless still qualify for first and second place, brothers Kevin and Ian Maxwell, joint 29th, have had to forgo their £250,000 salaries. Meanwhile, in 39th place, is John Clegg, who grossed £153,000 from Wace, the printing group, last year. Clegg, aged 33, resigned from Wace ten days ago, as the company issued yet another denial that it had any

links with "the IRA or any other terrorist organisation". He is quoted as saying: "My career has developed a bit quicker than I planned. It won't be long before Wace is one of the top 100 UK companies." Wace's capitalisation has fallen from £123 million, a week before his resignation, to £73 million at the end of last week.

Black view

CONRAD Black, proprietor of The Daily Telegraph, says he is unsure if the late Robert Maxwell's Mirror Group Newspapers Limited will be worth anything after the government forces it to pay back pension funds taken from employees. "No one knows what their [Mirror shares] real value is — if anything," Black has been telling a Toronto newspaper. "Whoever is the proud owner of these shares is going to get a letter from Her Majesty eventually requesting the replenishment of the pension fund surplus and until that sum can be reasonably precisely identified, nobody is going to touch that stock." Black denied he is bidding for the Mirror. However, an official at Hollinger Inc, his holding company in Toronto, said the company "would at least like to know the details" if the Mirror group was put up for sale.

CAROL LEONARD

Auditors did not turn a blind eye

From the President of the Institute of Chartered Accountants in England & Wales

Sir, In his article "Taking a stand on standards" (February 6), Robert Bruce drew attention to the progress being made by the new system for setting and enforcing financial reporting standards.

In particular, he pointed to the crucial role of the Review Panel operating under the Financial Reporting Council. The accountancy profession sees the panel as a vital element for enforcement, and is providing it with strong support.

I disagree with Mr Bruce, however, on his analysis of the reasons for the replacement of the old Accounting Standards Committee by the new system. It was the profession itself which recognised the weaknesses of the old ASC and then did something about it by setting up the Dearing Committee. The main weakness was not essentially about the divided structure of the profession (although that was

a factor). Rather, without legislative backing the ASC could not overcome the ability of vested interests in industry and commerce to weaken the content of standards which, then as now, should operate to eliminate undue flexibility in financial reporting.

It should not be thought that the old system was so weak that companies ignored standards, and that auditors turned a blind eye to this, as Robert Bruce states. Some standards were too broad and this was exploited, but compliance was the norm and auditors were obliged to report on breaches — as they still are.

Finally, we ought to remember that the standards which the Review Panel, backed now by legislation, is enforcing are those developed by the ASC. Yours faithfully, IAN R. MCNEIL, President, The Institute of Chartered Accountants in England & Wales, PO Box 433, Chartered Accountants' Hall, Moorgate Place, EC2.

Fitting service

From Mrs Myrtle Hirsch
Sir, Shoe shops are not all bad (David Walton's letter, February 5).

My grand-daughter, aged three, needed a pair of party shoes and a pair of walking shoes. She has a very slender foot, which makes shoe fitting tedious and difficult.

The lady assistants in our Clarks, Chiswick High Road, shop, measured, and tried on many pairs and conferred with each other — as well as consulting relatives and the small customer herself with due seriousness about the

comfort of each pair tried. They waited patiently while the child inspected in the mirror the style, and lifted up a foot and pronounced the soles were "nice too". Staff training and staff selection were a credit to Clarks. No, I don't have any financial interest in the company!

Yours faithfully, M. N. HIRSH, 17 Russhall Avenue, Bedford Park, W4.

Letters to The Times Business and Finance section can be sent by fax on 071-782 5112.

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Home Loan Rate	10-95	0-50	11-50
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ACCOUNTANCY TIMES

The ICA is holding its first real election for top office. Graham Searjeant reviews the candidates and Robert Bruce assesses their chances

President waits in the wings

The first limited exercise in democracy in choosing a future president for the Institute of Chartered Accountants has not exactly produced challenges from rebel outsiders. All three candidates for the vice-presidency head important institute committees or groups and sit among only 11 members of the management committee. If they wished to become president, they would probably have "emerged" in due course under the old system.

The election has, none the less, produced surprising interest, particularly among the unfranchised members of the 22 district societies in London and round the country. Caravanning, apart from the formal manifesto, is banned. Before these were penned, it was clear that they represented three strands in the rapid rethink now going on in the conduct of the profession.

Both Patrick Brennan, of Minorities Finance, and Roger Lawson, a 31 director, are among the small minority of council members not in practice, even though five out of nine institute members work in business rather than accountancy firms. As Mr Lawson points out, the Institute has had only three presidents from the business side in 114 years.

Chris Swinson, the third candidate, is managing partner of Binder Hamlyn, one of the eight most prominent firms. In that sense, he is also something of a rarity. In earlier days, the rolls of presidents were thick with the names of Cooper, Deloitte, Peat, Waterhouse, Whitley and, in 1948-9, Bernhard Binder. Since 1970, however, many leading accountants have found they have to choose between the demands of institute work needed for office management of international firms.

Ian McNeil, the 1991-2 president, says that winning

your partners' or employers' approval for all the working time and effort they will lose is the first pre-requisite for anyone even thinking of institute office. The majority of members, many of them in traditional small practices, also distrust big firm dominance.

In the debates now consuming the profession, all three candidates carry the colours of reform, but they are riding different horses. Mr Swinson, a technical accounting expert and chairman of the institute's financial reporting group, has strongly promoted reformed accounting standards and strengthening the audit side of the profession, and is a sought-after technical witness in the High Court.

Mr Brennan heads the institute's professional conduct side, which is at the centre of a recent controversial initiative. This approaches the "compromised auditor" problem from the other direction, questioning the ethics of firms that make loss-leader bids for audits or go along with opinion shopping. Mr Brennan says that, facing a three-year ladder of office at the age of 64, this is his last chance.

For Mr Lawson, a stalwart of the powerful London society, the long-standing campaign had been to stop practising accountants losing touch with the wider world of business and its needs. His thinking has made spectacular headway in recent years with non-auditors and even non-accountants now represented on the Financial Reporting Council and even the professional inner sanctum of the Auditing Practices Board.

"That is all to the good" he says. It means that the rule-makers have greater authority and can stick by what they say. If the Cadbury committee identifies the financial responsibilities of company directors, that will demand a response from the profession to define the wider role for auditors that



In touch: Roger Lawson is keen on maintaining links with business and its needs

the public wants. Mr Lawson remains anxious that the advent of continental-style registered auditors could drive a wedge between the two sides of the profession in Britain. Unless the profile of accountants is raised in business the 100-year dominance of accounting values could yield to the business schools.

The candidates' unified purpose and different perspectives seem to be generating, in a suitably modest way, the sort of party feeling redolent of elections where there are few, if any, fundamental policy differences. The irony is that they are not really being elected to a job, but only to the

inner caucus and the presidential ladder.

Mr McNeil says the role is time-consuming as presidential duties are shared with deputy and vice-president. While the president speaks at all 22 district society dinners, for instance, the vice-president attends many smaller branches. Mr McNeil reckons being deputy president consumed half his time and vice-president a third. The presidency is a full-time job for a year. For the first few weeks of his term, Mr McNeil found himself filling out the time sheets accountants maintain. Now he fears that returning to practice will be just as big a culture shock.



Brennan: last chance

Opening the door of democracy

NEXT Monday is the closing date for voting in what has been a startling excursion into democracy by the Institute of Chartered Accountants in England and Wales. For the first time in its history the members of its council have been voting in a contested election for the next vice-president.

Traditionally, like so many professional bodies over the past century, the next but one man to become president (and the English ICA has never contemplated the idea of a woman candidate) has somehow just emerged from a series of unspoken alliances and soundings put together by a senior committee.

But this year the institute has made what it sees as a great step into the unknown and allowed any member of its council who could drum up eight nominees amongst their 77 fellow council members to stand for election. And so three brave (or foolhardy) souls have emerged blinking into the sun-

light clutching their short policy statements of a maximum of 300 words. It may not appear the most controversial of events. But democracy has always been viewed with some suspicion by those at the institute. There is a lot to be said for the argument that democratic elections to the council via its district society structure has filled the place with more than its fair share of the visionless and the indecisive. Although the press has campaigned lengthily to have the council's monthly secret deliberations opened up to the public, it might be for the best if they remained closed. Grogginess slightly as he said so, one of the most senior and one of the brightest of the council members described its deliberations privately last week as "bells-achingly dull".

As you might expect, there have been attempts at reform. After all, you are talking about the governing body of the largest accountancy institute in Europe. A month ago, the council deliberated on proposals to reform itself. One of the key points was to install an effective executive body to run the institute and reduce the monthly council meetings to a twice-yearly policy-making assembly. The council did not take kindly to the idea of reforming itself out of existence. It checked the proposals out.

But reform has to come. That is why the contested election for vice-president is so important. Although he will not make it to the top until June 1994, the influence of having someone there who has actually campaigned on specific policies and is seen to have a mandate for particular actions will have an invigorating effect on the will to change. The three people who are standing are very

different from each other and come from different backgrounds. Pat Brennan, the oldest, comes from a solid City background and has the benefit of having campaigned for greater democracy in the council for years. He is also realistic in what he has to say. "In crucial areas of public interest we have tried to defend, or turned a blind eye upon, indefensible practices and have thus failed the real long-term interests of members."

This Brennan line is also touched upon by Roger Lawson, the second candidate, who is seen as the candidate representing accountants in industry and commerce. Crucially, he argues that the institute must "develop a means of commenting generally on matters of public concern without reference to the specific circumstances or names of those involved".

Or to put it another way, the institute should not shrink from thundering our condemnation of shoddy and inept work or blatant conflicts of interest just because it is embarrassed to find one or other of the largest firms in the country standing accused of it. Chris Swinson, the third candidate, is the candidate seen as representing the practising world. He is a solid citizen indeed. But he too has to revert to code for some of his proposals. He suggests that his proposals "would be assisted by encouraging council to become a more effective forum in which to debate the long-term issues facing the profession". In other words, he would like to reform council out of its current existence. But Swinson has as many enemies as he has friends. The single transferable



AUDIT ROBERT BRUCE

vote system will work against people who are seen by many to be occasionally arrogant. He infuriated many recently by putting forward the eminently sensible view that audit firms should not be allowed to supply consultancy services to audit clients. This did not win him friends in the biggest of firms.

So the likely winner, come the March 3 announcement, would seem to be the affable and dependable Lawson. But the chances of council going for the safety of tradition and so letting Brennan in should not be discounted.

Whoever it is will have a mighty task. Some of the institute's recent market research findings on how its members see it were given in *Accountancy Age* last week. The three main findings were "ignorance, apathy and cynicism". And one anonymous member summed it up: "As soon as you see something wrapped in plastic you say 'It's from the institute and bin it'."

● The author is the Associate Editor of *Accountancy Age*.

The candidates' manifestos

PATRICK BRENNAN

YOU do not need reminding that the profession faces hostile criticism, not only from predictable quarters but, vehemently, from many members. Council represents 85,000 working members for all of them their qualification is vital to their livelihood. What are we doing wrong, or not doing, that loses us support?

Three things, I believe. In crucial areas of public interest we have tried to defend, or turned a blind eye upon, indefensible practices and thus failed the real long-term interests of members. Presentation of policies has lacked vigour and effect. And, I fear, we do not catch members' imagination and interest; they find us boring.

As a profession we must stand for integrity, rigour and responsibility or we are nothing. This is what protecting the qualification means. If members want to continue being chartered accountants we cannot follow the route "members' interests right or wrong": trade associations don't have royal charters. By leadership and persuasion we must show where real interests lie. Vital messages must be punched-home, reasons and objectives spell out. I believe "openness" is the most important initiative of recent times. Openness in practice as well as in principle: openness allied to participation and democracy as in this election which, in the past, I alone openly advocated. I believe in treating members and council alike as intelligent people, who, given opportunity and facts, will make right decisions.

And with openness, let's introduce a little style: show enthusiasm and convey it, capture hearts as well as minds. Our members might then be ready to support us.

I joined council in 1976: I am now 64, over-age for re-election but with three years to serve. If elected vice-president, my remaining term would encompass my years



Swinson: personal commitment

of office. I thank my nominators and other supporters but, believing a president should be a sitting council member, I shall offer myself only this once.

CHRIS SWINSON

I DO not offer high-sounding rhetoric simply personal commitment.

I am committed to upholding the interests of all of our institute's members whatever their field of endeavour; enhancing the reputation of chartered accountants for the highest quality of service; confounding those who would undermine the name and the standing of the chartered accountants working for the rational development of the profession in the United Kingdom; and developing the international standing of our institute and its members.

Achievement of all these objectives would, in my view, be assisted by encouraging council to become a more effective forum in which to debate the long-term issues facing the profession.

I am pledged to honour these commitments for the good of our institute and the whole of its membership.

ROGER LAWSON

I AM proud to be a chartered accountant. I have been chairman of the London society and the board for chartered accountants in business, and I am now the chairman of accountancy business group. I have participated actively on the management committee (as one of the elected members) and shall continue to do my best to serve you all. If elected, my priorities will be as follows:

- Reinforce the role of a unified institute, avoiding a division between audit-based membership and those in business.
- Acknowledge that the responsibility of an auditor is narrowly defined by the law but indicate a willingness to take on additional responsibilities at the right price.
- Develop a means of commenting generally on matters of public concern without reference to the specific circumstances or names of those involved.
- Ensure public awareness of our determination to deal with transgressions of our ethical guidelines.

I also believe in the need to support all efforts to ensure the basic ethos of integrity, independence and professionalism is maintained; support prescriptive accounting standards; enforce compliance more rigorously; reinforce auditors' PNC; monitor student training on a regular basis to ensure that the newly qualified chartered accountant meets the needs of the market; and recognise that, whilst the institute's balance sheet is strong, we must strive for sufficient income to cover all expenditure and a wider range of services and, at the same time, ensure costs are kept under regular review and waste-time is eliminated.

I am happily married with three daughters and, following 15 years working in and managing 31 offices in the UK, I am now the director responsible for 31's activities in the USA, Asia and Pacific.

Hounded out

TERRY Gumbley, an insolvency partner at the Birmingham office of Neville Russell, has won a place in accountancy folklore by being appointed administrator of Dalhousie Estates (UK), which owns Upp Hall Estate near Braughing, Hertfordshire, part of the fallen empire of Alan Bond. It is the first time a provisional liquidator has been appointed an administrator in the UK. Gumbley now hopes to sell the lease on the property, worth at least £1 million, despite the presence of a "huge" renter, and Bond's daughter, Susanne, who has been living on the estate rent-free for some time. "I am taking steps to get Miss Bond out," says Gumbley

who adds the 970-acre estate includes a partly moated Tudor manor house, the barn and excellent shooting and trout fishing.

Meet my liquidator



GEB

Perking down

PITY the poor part-qualified accountants in the South-West and Wales. According to a survey by Michael Page, the recruitment consultant, the region fares worse than most when it comes to perks. For example, while 73 per cent of Scottish part-qualifieds have company pension schemes, in the South-West and Wales it is 20 per cent. As for bonus schemes, while 40 per cent of Northern part-qualifieds benefit from one, only a fifth of that number do so in the South-West and Wales. Private health plans are twice as common in London as in the South-West and Wales. Only in terms of mortgage schemes

does the region come top of the league. But even then only 13 per cent gain benefits. So if you are looking for the land of opportunity, do not go west.

Pension facts

ACCORDING to *Pensions in the Community*, a new guide from Clifford Chance, the City law firm, Britain and Ireland are the only countries where neither pension fund investments nor fund managers' residences are subject to investment restrictions. The guide is a mine of information. For example, the value of pension funds in the EC is estimated at 700 billion ecu (£985 billion), and the EC country with the oldest pensionable age is Denmark, where men and women have to be 67 before they can claim state pensions.

MICHELANGELO

JAPANESE EQUITY RESEARCH

An International Bank with a growing presence in the Japanese Equity Market requires an Analyst to support and work closely with the Sales Team. Fluent in Japanese you will have approximately four years experience. The research comprises of weekly strategic reports, individual company reports and industrial research. Aged in your twenties, you will have a strong academic background and good presentation skills. Please contact Nick Hudson.

BOND SALES

International Securities House requires a Eurobond Sales person with good Yen Denominated Product experience who is presently servicing Central banks and major UK Institutions. With a minimum of three years JGB sales experience, the products will include ECU Denominated, expanding into other European currencies. The position will involve an element of training junior members of the team and will be at Assistant Manager level. Please contact Anthony Regamey.

UK CHEMICALS ANALYST

Major Securities House have a requirement for a UK Chemicals Analyst to support their Equity Sales Team. With a minimum of two years experience of UK and/or European companies you will have proven analytical and communication skills. The position will also involve working with the Corporate Finance Department. Please contact Nick Hudson.

FINANCIAL FUTURES BROKER

Leading Futures Brokerage House requires a Desk Broker to join the London team. Backed by a major Bank the company has a strong presence in LIFFE, MATIF, DTF and both the Far East and North American Markets. With a minimum of three years experience and an active client base the position offers a highly competitive salary and genuine career prospects. Please contact Barry Harte.

FRENCH EQUITY ANALYST

Leading Securities House with a very strong presence in Europe, currently requires a French Equity Analyst. The successful candidate will have at least 3 years experience and demonstrate a sound knowledge of the French market as a Country Analyst, but candidates with knowledge of particular sectors within France will be considered. To complement this position, the candidate will be backed up by a highly motivated and successful sales team, with particular knowledge of marketing French Equities. Please Contact Nick Hudson.

GERMAN EQUITY SALES/ANALYST

Leading European Bank with a progressive and expanding Securities Department is currently wishing to engage a German Sales/Analyst. This would attract a candidate who started their career as an Equity Analyst covering the German market and then moved naturally onto the Sales Desk. A strong European client base is required, but also a strong analytical understanding of the German Equity Market is essential. The existing Analytical team provides both sectoral and country based research with a high proportion coming from local input. This provides an excellent opportunity for a dynamic individual to join a successful and profitable team. Please contact Nick Hudson.

SPANISH EQUITY SALES

Major International Securities House is currently seeking to expand its coverage of the Spanish Equity Market. This represents an excellent opportunity for an individual with a strong European client base to join an established team. The successful candidate will either have progressed through an analytical background to become Specialist Country Salesperson or have extensive knowledge of the Spanish Equity Market, possibly having worked in Spain. The Sales team is supported by top calibre sectoral and Country research sourced from London and Madrid. Please contact Nick Hudson.

MARKETING EUROPEAN EQUITY DERIVATIVES

Highly rated subsidiary of a major European Bank wish to improve their European distribution. They require experienced Marketers who wish to take a leading role in the provision and innovation of Equity and Equity-related Derivative instruments. You should have the technical knowledge necessary to create individually structured financial solutions to meet the needs of corporate and institutional clients. Expertise should focus on providing: new hedging techniques; new sources of funding; risk management and specific tax efficient instruments.

Should you feel you have the relevant creative and distribution capabilities, please contact Fiona Smith.

In all cases salaries are negotiable and are competitive with Market rates.

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BY MICHAEL SEELY

JOHN Parkes faces a race against time if his new acquisition Maureen's Fancy is to become eligible for an attempt to emulate Cal Collect, who won the Liverpool Foxhunters in 1989 and the Cheltenham Foxhunters in 1990.

"She came from Ireland with a big reputation after winning two point-to-points," said the Norton trainer after landing a 286-1 double at Worcester yesterday with Dancing Legend and Ringmore. "The trouble is that she's got to win twice or win and be second in the next 17 days if she's to be qualified to run at Cheltenham."

Nicky Smith lost his right to claim the 5lb allowance when winning on the well-fancied Dancing Legend in the St. Martin's Selling Handicap Hurdle.

But his victory on the 40-1 chance Ringmore, who had been absent from the track since May 1990, in the Lowmore Foxhunting Chase came as a total surprise to

Parkes. "I thought he was sure to need the race, but he's worked well twice on the all-weather at Southwell."

David Nicholson's first season continued when Richard Dunwoody rode Carobee to an eight-length victory in the EBF National Hunt Novices' Hurdle qualifier. Previously successful in a canter at Leicester, yesterday's 7-1 on winner was never off the bridle before recording his unruffled victory.

"This could be a serious horse," said Nicholson about Alekhine's full brother. "If he runs at Cheltenham, it would only be in the two-mile novices' championship. But he might not yet be ready for it. I'm going to talk to the owners and then wait for ten days before reaching a decision."

Nicholson plans to run that other useful novice Theftford Forest in the Persian War Hurdle at Chesham on Saturday.

The rain, which lashed down throughout a miserable afternoon, had no effect on a

cheerful Charlie Brooks, who followed up his victory at Towcester on Tuesday with Parson's Thorns when Graham Bradley rode an inspired race on Castigliero to beat Queen's Anthem by three quarters of a length in the Astwood Handicap Hurdle.

After the 7-1 co-favourite had thwarted a Robin Dickinson double, initiated by Northern Jinks, by riding on the wide outside for most of the race, Brooks said: "Brad said it was 15 lengths faster on the outside. As the tactics paid off, he's a hero."

Forward news came from Kim Bailey who announced his plans for Kings Fountain and Docklands Express.

"King's Fountain was a sick horse after disappointing at Wetherby. He's back in strong work now and will go for either the Jim Ford Challenge Cup at Wincanton or the Racing Post Chase at Kempton. The same goes for Docklands Express. Which runs where depends on the ground."

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Austrian justifies the optimism of her coach in the first leg of the combined

Kronberger back to her best

FROM DAVID POWELL
IN MERIBEL

WE SHOULD have listened to Petra Kronberger's national coach. He said all along that, come the Olympics, Austria's finest skier would rise again.

The fall had been unexpected, but swift when it came. Kronberger, princess of the Alps for the last two years, had failed to win a race in 1992. In 12 contests, she had not finished higher than fourth. Until yesterday.

Kronberger won the downhill section of the Olympic combined, the opening event on the women's Alpine programme, by more than half a second. After part two today — the slalom — the gold medal should be hers.

Kronberger is the accomplished slalomist while others in the combined can only admire. The next seven from yesterday's downhill do not have a slalom World Cup point between them this season. Kronberger has 266. So will she win? "I am very happy about this race. I know I can be at the top now," she said. A fortnight ago she was saying that one medal would satisfy her. But now Austria expects five medals perhaps, for she is skiing in the four events to follow.

Raymond Berger, the head coach of Austria, had said two weeks ago that she needed a new challenge. Having been overall World Cup champion for two years, winning World Cup slalom and world championship downhill as well, her drive had gone.

"She never dreamed she would win so much," Berger had said. "She needs new motivation. The Olympic Games are a new motivation and I think her mind will be concentrated on winning." Yesterday his words seemed prophetic. "She was technically perfect," Berger said. "Last month she was not skiing exactly on the edges. Today she made exact turns on the outer ski. If she wins the combined it will be a great psychological benefit for her in the other events."

What relief for Berger. Sabine Ginther's fall in practice on Tuesday, and her withdrawal from the Games through injury, had left him without his form skier.



Ginther had been favourite for the combined and a strong contender for the downhill, and these two were Austria's best gold medal hopes.

Kronberger, aged 22, wanted nothing taken for granted. Quite right. Paul Accola and Hubert Sulz had set themselves up for victory in the men's combined only to make uncharacteristic slalom errors and end up with nothing.

Should Kronberger follow the pattern of Alpine skiing at these Games so far — the two golds, in men's events, have gone to outsiders — Krista Schmidinger, of the United States, and Katja Seizinger, of Germany, are best placed to take advantage after finishing second and third yesterday.

France has a home hope in Florence Masnada, ninth yesterday, but the first skier after Kronberger with World Cup slalom points (56). Or perhaps another Austrian could take advantage of any Kronberger misfortune. Anita Wachter, the Olympic champion who has 108 slalom points is 11th and within striking distance of the downhillers.

Albertville: Weather forecasters said yesterday that up to a half-metre of fresh snow was possible today. They said up to 50cm was likely in northern parts of the Olympic area, including Les Saixes where the men's ten-kilometre cross-country and women's five-kilometre race are scheduled.

Up to 25cm is possible in other mountain areas, which could affect the women's combined slalom and the men's and women's freestyle skiing moguls in Tignes. (Reuters)



Head for heights: Gostisa, of Slovenia, practising for the 120-metre jump

Duchessnay show revealed

FROM JOHN HENNESSY IN ALBERTVILLE

MRS Isabelle Dean presented herself to the Olympic press yesterday, except that here she is known by all and sundry as Isabelle Duchesnay. Officially she has become Isabelle Duchesnay-Dean, but in any case "that which we call a rose..."

Isabelle whar's-her-name is the world ice dance champion at the side of her brother Paul. If they are not also Olympic champions next Monday the whole of France will want to know why.

Christopher Dean seems thoroughly at home in the French camp, as one would expect, not only because of his easy going manner, but because he and Jayne Torvill have been friends of the Duchesnays since their amateur days, when they trained at the same rink in Oberstdorf, Germany.

The French couple were made to realise what pressure they will be under from the yearning of a nation from the moment they appeared for the first time here. "As soon as we put foot to ice, there was tremendous atmosphere and you skate better of course when you get that input," Isabelle said.

But they recognise the hazards of her and heroine worship. "All we want to do is concentrate on what we do on the ice," Paul said, now much more fluent in English than he once was. "We must retain concentration, be clear-headed, and not let this get to us." Chris had never harked on about a gold medal, said Isabelle. He had advised them, from his own experience, to skate as they usually do, "otherwise the pressure would build up too much."

The three of them seem to have developed an unusual *ménage à trois* since Isabelle's marriage to Dean last May. The main difference, according to Paul, was that there was a little more fun in the dressing-room "because Chris is also there now to increase the feeling around".

The regard their free dance to the overture from West Side Story, with its appropriate sibling theme, as the hardest they have yet attempted because there are no slow parts to offer physical relief. It appears that they start at top speed and accelerate over four minutes.

Their original police, on display yesterday, also looked a winner, full of fast footwork with strong elements of surprise and comedy. Rarely has "original" been taken so seriously in ice skating.

A sergeant loses rank

Les Saixes: The all-army British biathlon team found the going tough over the 10km course yesterday. Michael Dixon, who finished a surprise thirteenth over 20km in 1988, missed two targets in the prone positions and had to settle for sixteenth place.

Dixon, a sergeant in the Royal Engineers, clocked 29min 19.4sec in the event that embraces cross-country skiing and shooting. Kenneth Rudd, in the Royal Artillery, was the best-placed Briton at 58th with 29min 1.1sec, well

behind the 26min 2.3sec of Mark Kirchner, the German gold medal winner.

Ian Woods, a Royal Engineer corporal, was 72nd in 30min 11.8sec and Jason Skelmar, another Royal Engineer, took 30min 52.8sec for 80th place.

□ Jacqueline Boerner, the German speed skater who was badly injured in a road accident two years ago, won the 1,500 metres gold, beating a compatriot, Gunda Niemann, into second place by 0.05sec. (Agencies)

Alpine skiing

Women's combined (Val d'Aoste)

DOWNHILL: 1. P. Kronberger (Austria), 2:24.44; 2. K. Seizinger (Germany), 2:24.55; 3. F. Masnada (France), 2:25.00; 4. S. Ginther (Austria), 2:25.10; 5. K. Wachter (Austria), 2:25.15; 6. S. Schmidinger (USA), 2:25.20; 7. C. Seizinger (Germany), 2:25.25; 8. J. Torvill (USA), 2:25.30; 9. J. Dean (USA), 2:25.35; 10. J. Wachter (Austria), 2:25.40; 11. J. Schmidinger (USA), 2:25.45; 12. J. Wachter (Austria), 2:25.50; 13. J. Schmidinger (USA), 2:25.55; 14. J. Wachter (Austria), 2:26.00; 15. J. Schmidinger (USA), 2:26.05; 16. J. Wachter (Austria), 2:26.10; 17. J. Schmidinger (USA), 2:26.15; 18. J. Wachter (Austria), 2:26.20; 19. J. Schmidinger (USA), 2:26.25; 20. J. Wachter (Austria), 2:26.30; 21. J. Schmidinger (USA), 2:26.35; 22. J. Wachter (Austria), 2:26.40; 23. J. Schmidinger (USA), 2:26.45; 24. J. Wachter (Austria), 2:26.50; 25. J. Schmidinger (USA), 2:26.55; 26. J. Wachter (Austria), 2:27.00; 27. J. Schmidinger (USA), 2:27.05; 28. J. Wachter (Austria), 2:27.10; 29. J. 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refer to lower and upper slopes

THURSDAY FEBRUARY 13 1992

RFU makes lump-sum payment

Teague receives compensation for grave injuries

BY PETER BILLS

THE Rugby Football Union (RFU) has made a private lump-sum payment to the England international back row forward, Mike Teague, for his injuries suffered during the World Cup.

Teague, who was injured so badly during the tournament that he has been unable to play or even work properly since November, has received a sum believed to be a few thousand pounds as compensation for his loss of earnings potential.

The RFU secretary, Dudley Wood, said yesterday that the Union was pleased the matter had been settled amicably.

"We reached an agreement with Mike for an ex-gratia payment, although the precise sum is a private matter between the two parties."

"There was a lot of concern about Mike Teague's difficulties. I could not recall anything like that before where a player had even been unable to work properly due to his injuries."

Wood said the extent of Teague's injuries had been confirmed medically and called the damage that the player had suffered "very sad".

It is not the first time the RFU has made a special payment of this nature to a player. But the need to pay out on an occasional basis will not persuade the RFU to alter its policy of refusing to take out insurance against possible loss of earnings to players representing their country.

It will not do so due to the

high cost of premiums, arguing that an occasional lump-sum payment is cheaper than the regular fees for the policies.

Wood made the assurance that such cases would continue to be dealt with carefully and sympathetically.

"We would always look at this sort of thing. There are policies available which individual players can take out and of course clubs tend to have suitable policies in place."

"We don't do it simply because after costing it we found it would be more expensive to pay the premiums. That policy has been justified."

"We shall continue to do that, taking each occasion as it arises. We acknowledge that if we choose not to take out certain policies we have a responsibility to look after any situation of this kind which may arise."

Medical opinion is that Teague requires a lengthy



Teague: rare case

rest from the physical demands of his sport to regain complete fitness. He is most unlikely to play again this season but has not yet decided whether to retire or start again next season.

"His more immediate concern is to recover sufficiently to take up once more a full role in his family's building business."

The matter is regarded with some sensitivity between the player and the Rugby Union. Teague, who will be 33 in October and won his 22nd cap in the World Cup final, was reluctant to discuss the matter.

He said from his Gloucester home: "I am enjoying the rest I'm having from the game and do not wish to talk about this. I would have to talk to Twickenham first and therefore have no other comment to make."

Teague's international career began in 1985, although he toured South Africa the previous year without being capped.

However, it only really flourished in 1989 when he played the entire Five Nations Championship with England and then went to Australia with the British Lions, where his outstanding performances earned him the accolade of 'Player of the Series'.

The Australians were hugely impressed with his contributions on the blind side of the scrum but England switched him to No. 8 during the World Cup to replace Dean Richards.

Saint-André passed fit

BY DAVID HANDS, RUGBY CORRESPONDENT

PHILIPPE Saint-André emerged unscathed from a fitness test on his strained hamstring yesterday and is expected to be included in the French team to play England at the Parc des Princes in Saturday's five nations' championship match.

Saint-André, the Montfermeil wing who scored such a spectacular try

against England last season at Twickenham, hurt his leg playing on Sunday. Pierre Berbizier, the coach, will confirm the XV today.

Christophe Mougnot, the Bègles lock who left the field during France's 12-9 win over Wales on February 1, has recovered from a strained calf muscle and remains in contention for a second-row

place with Jean-Marie Cadieu and Olivier Roumat.

France have adopted a low-key approach to the match, which is likely to decide the championship. England assembled in Richmond last night, with Rob Andrew, the stand-off half, predicting no repetition of the free-flowing game with Ireland, which England won 38-9.

"I have never used my boot less in an international," Andrew said. "But things will be different in Paris. I don't expect to be flashing the ball out to the centres as much as I did against Ireland."

England anticipate that the French will try to play off their back row and create a broken field. "Given space, we know their backs can be very dangerous," Geoff Cooke, the team manager, said.

Neil Back, the Leicester flanker, has not recovered from a shoulder injury and is replaced by Justin Cassell, from Saracens, in the B team to play France in Paris on the same day.

Wales stage a three-day training camp in Cardiff and have brought in five newcomers to a squad of 35. They are Glenn George, Lyndon Mustoe, Simon Jenkins, Mark Rowley and Roger Bidgood.

More rugby, page 28

And you thought it was just your next door neighbour who knew everyone's business.

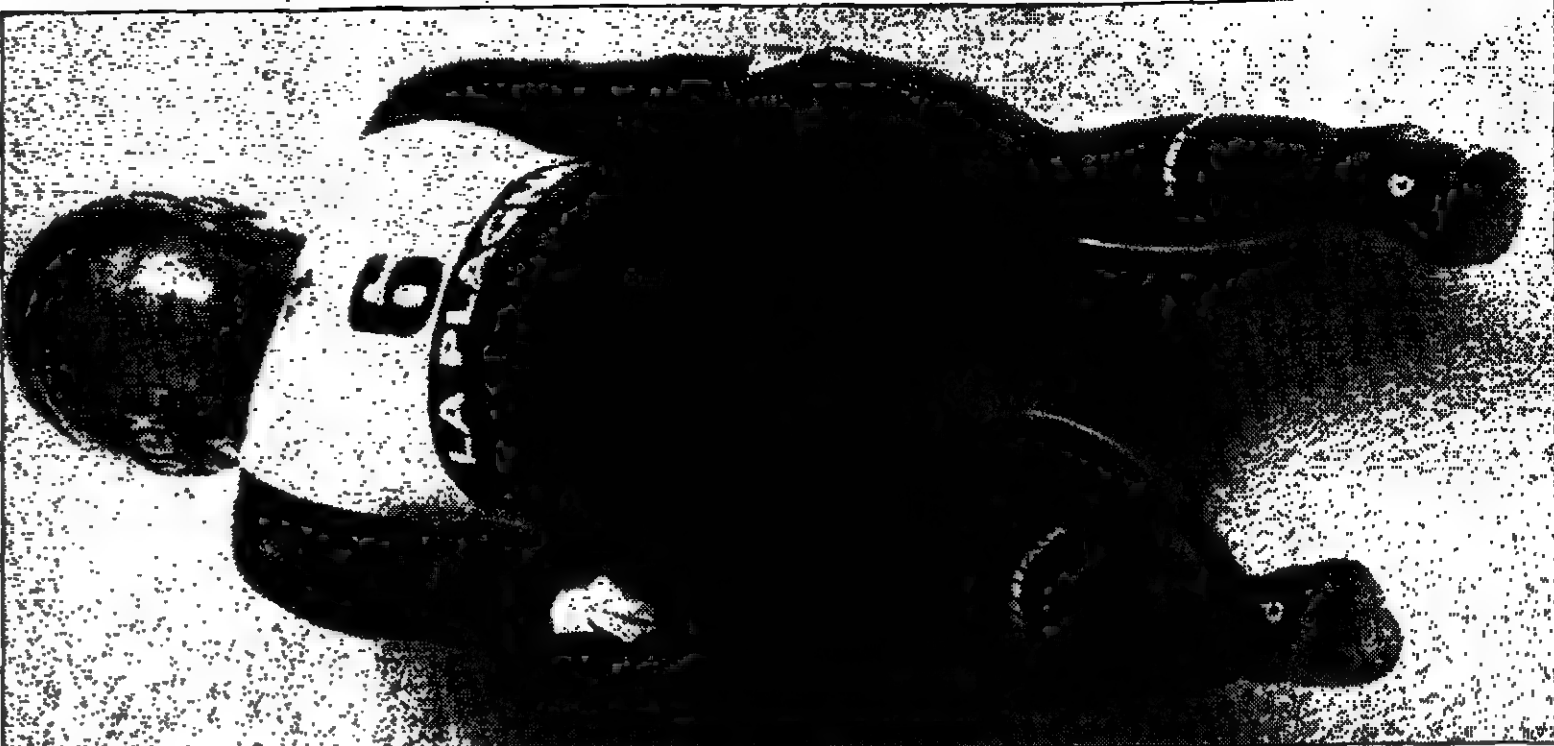


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Glory-bound: Doris Neuner, above, glides down the luge track to a gold medal at La Plagne and later celebrates with her sister, Angelika, below, left, who helped to create history by collecting the silver medal in the same event



Sisters set record

La Plagne: Doris Neuner and her sister, Angelika, broke the German domination of the luge by sharing Austria's first Olympic gold and silver medals in the women's singles here yesterday (Chris Moore writes).

They are only the second sisters in Olympic history to win gold and silver in the same event at the Winter Games.

At Innsbruck in 1964 the renowned French skiers, Marielle and Christine Goltschell were first and second in the giant slalom, a feat they repeated, though in reverse order, in the special slalom.

East German lugers had completed a clean sweep of all

three medals at the previous two winter Olympics in Sarajevo and Calgary. But although their world and European champion, Susi Endmann, the firm favourite before the start, came through with the fastest time on yesterday's fourth and final run, she could only finish in the bronze medal position, 0.419 seconds behind Doris Neuner who had led from the outset.

The 20-year-old from Innsbruck was only third fastest on both the last two runs. But she finished 0.073sec ahead of her 22-year-old sister in a winning time of 3:06.69sec, giving Austria their third gold medal of these Games.

Court action in card wars

FROM DAVID MILLER IN ALBERTVILLE

WITH Coca-Cola having this week announced their signature to the Top III sponsorship programme for the 1996 Olympic Games in Atlanta — at a figure thought to be around \$35 million — marketing of the Olympics is just about the biggest event currently taking place in the Savoie Alps. Two controversial issues have emerged in the past couple of days.

The French organising committee for the winter Games, it is revealed, has successfully taken legal action in court in Paris to prevent American Express pretending that they are an involved sponsor, having in fact contributed nothing to the Games or the IOC in official sponsorship. American Express are thereby prevented from illegally using the rings and other symbols in sales promotion either in Savoie or at home in America.

The action by the French has been to the protection of Visa, one of the 12 members of Top II, which has made great play of being the official credit card for the games. Visa has provoked their rivals by "comparative advertising", claiming that AmEx was not usable during the Games, though of course a huge number of non-Olympic establishments accept many cards.

AmEx's retaliation has been a spate of ambush marketing, as it is termed. At a press conference yes-



terday in conjunction with the United States Olympic Committee, Richard Pound, the IOC's chairman of the commission for new finances, said: "Ambush marketing is parasitic, implying a connection with the Games that does not exist. The IOC and athletes, are dependent on private sector sponsorship and we have to protect this."

One of the effects of the row between rival multinational companies has been to grant substantial publicity to the offender, though Pound said: "If they (AmEx) want bad publicity, we'll give them as much as they like."

However, there is a fine borderline between the illegal and the immoral in false association in advertising, and there is a lively in the IOC view that they are under attack when commercial enterprises set out to defend their share of the market.

The irony is that American Express were invited to join Top I, the programme leading up to the Olympic Games in Seoul, but declined. The representatives who took that decision have, I understand, been fired. Not only is Olympic sponsorship now regarded as an invaluable arena for reaching commercial clients, but it is a substantial part of the Olympic movement's present four-year income of \$1.84 billion.

A Russian journalist yesterday sought to suggest that the Games were becoming too commercial, a view revealing gross misunderstanding of his country's own position. The entire expenses of the United Team (EUN) at Albertville having been covered by a contract with Adidas.

It has also become known that the International Amateur Athletic Federation

(IAAF) may refuse to sign its proposed contract with the European Broadcasting Union (EBU) for \$70 million for the four year period 1992/95.

I understand that a letter from the IBL marketing company, which acts as agents for the IAAF, has written to the EBU saying there are legal complications within the European Community that may arise should they sign the contract; a contract that has risen more than tenfold from the \$6 million of the previous one.

Although the IAAF is citing legal complications, the suspicion must be that they wish to renegotiate with European countries on an individual basis. The BBC, for instance, were a prominent party to the proposed EBU contract of \$70 million, but if the position again becomes open, ITV could step into the market and that would offer a link into the prosperous BSkyB market.

One of the problems with conventional network broadcasting is that only some ten per cent of the available material is screened. The involvement of BSkyB would open the chance for utilisation of many hours of specialist video recording appealing to the interest of minority groups.

The winter Games at Albertville are the first instance of a two-tier structure in television coverage. The CBS American network sub-contracting much unused material to cable television.

When once is plenty

Monstiers: Jean-Claude Killy, co-president of the French Olympic Organising Committee, told Paula Zahn, of CBS, the US network, that this would be the last Olympics he would organise.

When Zahn asked him if he would go through the experience again, Killy did not hesitate, saying "No, never again. The first time around was a privilege. The second time around would be a suicide." (Agencies)

Aldershot's ray of hope

BY LOUISE TAYLOR

ALDERSHOT'S future will be determined tomorrow. The demise or survival of the fourth division's second bottom club depends on the outcome of negotiations involving Trevor Gladwell, its chairman, and a London Property Development company.

Gladwell said that he would give it until tomorrow to see if a rescue package could be constructed with Taylor Nunn Associates and three other potential backers. If not, the club would fold.

The possibilities of success have been enhanced by the reduction of the club's £1 million debt by a third, on Tuesday, when the directors decided to waive all financial claims against Aldershot.

However, in addition to the £150,000 Gladwell hopes to

receive from Taylor Nunn, he also needs an injection of £50,000 each from three other would-be saviours.

In anticipation of Saturday's match at Doncaster Rovers taking place, the Aldershot supporters' club has raised £600 to fund the cost of coach travel to South Yorkshire.

Meanwhile, the players, who have not been paid for almost seven weeks, are training individually at home and becoming increasingly unhappy with their situation.

David Puckett, their leading scorer, said: "Our patience is running out. It is getting close to the point where we ask, are we prepared to keep on playing?"

Ian McDonald, the caretaker manager, said: "This is a professional club, but we

are having to act like amateurs. If the players are not paid by Friday, they are entitled to tell the League that they will not play because their contracts have been broken."

Millwall has decided to construct its new ground at Senegal Fields with a capacity of 20,000 rather than the 25,000 originally projected. Reg Burr, the Millwall chairman, said yesterday: "Our funding is such that we cannot afford a 25,000 capacity at present, although we will have the option to extend it to 20,000. Some of our supporters are a wee bit upset, but we believe that quality of facilities is more important than quantity of spaces." The club has already sold its present ground, The Den, to Fairview Homes.

Sandford cast as scapegoat

BY PETER BALL

A WEEK of crucial meetings for English football has a low-key beginning. The Football League Management Committee meeting in London today is less important in the short term than the decision on the future of the Premier League which will occupy the Premier League, the Football League clubs and finally the Football Association council in the coming days.

But in the longer term, the Football League has serious issues to consider. Two stand out: the continuing speculation over the position of the League's chief executive, Arthur Sandford, and planning for the future.

The former is in danger of becoming an embarrassment. It has been widely rumoured that with retrenchment essential for the League

if the first division breaks away, Sandford's position is at risk, with the added suspicion that he is being cast as the scapegoat for the break-up of the League.

That is understandable, if unfair. What is damaging is for the situation to remain unresolved, with Sandford continuing as a lame-duck chief executive. The time has surely come for the League either to give him an unequivocal vote of confidence, or to resolve the matter once and for all.

If anything, contingency plans for the future are even more important. With commercial contracts still up in the air and no television contract for next season, the Football League would need to be ready to react quickly if the Premier League fell apart.



Sandford: under threat

Kronberger sizzles, page 28



BOOKS
Eastern poetry
that outlived
the Marxist
dictatorship

LIFE & TIMES

THURSDAY FEBRUARY 13 1992



APPOINTMENTS
Software, sales,
systems...
twelve pages of
top jobs

Portrait of a fallen writer

The Coen brothers' *Barton Fink*, the best film at Cannes, leads American cinema into uncharted territory. Geoff Brown marvels at this cataclysmic comedy

The bespectacled hero stands before the lobby desk in the Hotel Earle, one of Hollywood's less desirable addresses. "I'm checking in. Barton Fink." Wallpaper, furnishings and potted banana trees conspire to suggest a rotting, art deco jungle. This is home for most of the Coen brothers' marvellously macabre and funny *Barton Fink*, which dominated the Cannes awards last year, and is released here tomorrow.

First came the Best Actor prize, for John Turturro's entrancing performance as the Earle's new resident, a faded New York playwright struggling in 1941 to write his first movie. Then the Coen brothers, Joel and Ethan — two lanky, laconic, movie-crazed lads from Minneapolis — were anointed Best Director (although only Joel receives credit on screen). Finally came the prestigious Palme d'Or, the award for the best film. All told, the Coens must have felt like James Cagney at the end of *White Heat*: "Made it, ma, top of the world!"

Yet movie connoisseurs never needed Cannes to alert them to the Coen brothers' gifts. Their past films (*Blood Simple*, *Raising Arizona*, *Miller's Crossing*) did that. None became a large commercial success; all won cult following for their visual dynamism, firecracker dialogue and flair for surrealising pastiche. Like David Lynch, the Coen brothers relish the dark underside to Hollywood clichés: they take American cinema to places it has never been before.

Barton Fink journeys further down the path. Tinseltown itself is the setting, and corrosive glimpses of studio types fill the background. But the usual apparatus of Hollywood-on-Hollywood is not for the Coens: no *Star is Born* tale of a career on a yo-yo; no casting couch frolic.

Instead, we stay close to Fink, the prissy, self-absorbed artist who championed the common man's soul in his play *Bare Ruined Choirs*, and now sits in Louisiana with typewriter, mosquito and green peeling wallpaper, struggling over a wrestling movie for Wallace Beery. "Big men in tights," his producer snaps. "You know the drill."

Conventional comedy makes a fetish of speed. *Barton Fink* risks audience fidgets by dragging its feet. Eyes fixed in a startled stare behind horn-rimmed glasses, Fink might have landed on a distant planet. Every bespeaking, mosquito hum or opened door resonates mightily before the hotel's silence returns. For, apart from himself and a burly insurance salesman next door (just the kind of common man Fink likes to write about), the Earle seems strangely empty.

Fink's creative progress matches

the film's slow crawl. "Fade In," Fink writes. "A tenement building on Manhattan's Lower East Side." Days later, the sentence has scarcely advanced. Only rigorous control can reap comic rewards when the pace suggests a funeral. The Coens manage brilliantly, holding the audience in their palm as they plumb the absurdity of Fink's predicament. John Turturro (cast as Bernie Bernbaum, the smiling weasel in *Miller's Crossing*) works wonders, too, humanising a character who could easily appear unlikable.

The film begins as comedy; it ends close to apocalyptic drama. To reveal the precise intermediate steps would spoil the surprises in store, although murder, raging fire and John Goodman's ordinary Joe next door all play their part. Before he moved west, Fink, with typical pomposity, questioned whether Hollywood was "the place to lead the life of the mind". He comes to learn what terrors the mind can hold.

The delirious climax gives British cameraman Roger Deakins and the technical boys much to chew on. Not that they are ever idle. The Coens encourage outlandish japes: they send the camera travelling blithely from lovemaking feet across to the bathroom, up to the sink and down a gurgling, symbolic plug-hole.

The disturbing finale makes *Barton Fink* far harder to categorise than the Coens' other films. *Blood Simple*, their superb 1983 debut, reworked the motifs of Hollywood film noir. *Raising Arizona* sent Nicolas Cage and other hare-brained characters scuttling through an inventive satire to Thirties' screwball comedy. *Miller's Crossing* stayed in that decade for a gangster tale of hard men in coats, guns and dark-panelled rooms. Aside from Holly-

wood history, all drew sustenance from hard-boiled fiction, from Chandler, Hammett and James M. Cain.

Here, though, as we watch Fink struggling to fathom his nightmare, the Coens dig deeper, beyond pastiche, towards the workings of the creative mind. While Joel studied film-making at New York University and earned his spurs editing lurid horror films such as *The Evil Dead*, Ethan, three years younger, studied philosophy at Princeton University;

this ruminative, cataclysmic comedy, you might say, finally brings their two educations together.

The Coens absorbed Hollywood from their earliest childhood, when Saturday matinee movies recharged the batteries that joy Minneapolis drained. During summer months, they remade their favourites on Super 8mm.

In a sense, they have never stopped: each film builds on the experience of days spent in dark rooms imbibing 8-movie thrillers, Warner Brothers cartoons,

tales of werewolves and ghouls.

Barton Fink goes one step further and includes Hollywood personalities in the mix. Lipnick, the studio head played with bullish panache by Michael Lerner, wraps up Louis B. Mayer, Harry Cohn and others in a comic composite. Visually, Fink recalls Broadway's comic genius George S. Kaufman: both share the same specs, the upward rush of dark hair. But beyond the surface lies Clifford Odets, the Group Theatre's pride and joy, whose rhapsodic style is cruelly parodied in *Bare Ruined Choirs*.

Odets, too, went Hollywood, enticed and trapped by the large sums needed to support the Group Theatre. He tied himself in psychological knots trying to justify writing for Gary Cooper, Joan Crawford and, later, Elvis Presley. "Great audiences," he proclaimed in 1937, "are waiting now to have their own experiences explained and interpreted for them."

With John Mahoney's W.P. Mayhew, a sudden, moustachioed Southern novelist plunging downhill on the studio payroll, the real-life parallel is stronger still. This is William Faulkner — periodically driven to Hollywood and drink by the need to grab the money that his novels failed to earn. Fink treats Mayhew as an oracle, especially since the literary legend is a veteran of movies with big men in tights. Faulkner had indeed written for Wallace Beery, and in 1932

was briefly assigned to a wrestling melodrama, *Flesh*.

Curiously, for all the Coens' Hollywood lore, time seems to have slipped in *Barton Fink*. By 1941, the brave new socially-conscious theatre that Fink bumbles about had already erupted: Odets's *Waiting for Lefty* blazed the trail six years earlier. And by 1941, Beery was getting too old for wrestling movies — a genre which Hollywood never cultivated. If they wanted to show men in tights, they made them box, not wrestle.

No matter. At times in the past, the Coens' films have smacked too much of the exercise: *Miller's Crossing*, though beautifully writ-

ten, always seemed hemmed in by quotation marks. In the glorious *Barton Fink* they leave mere cleverness behind and build a crazy, haunting world of their own from Hollywood's bricks. *Barton Fink* (15) is released tomorrow at the Lumière and the Screen on the Hill.

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John Turturro as Fink, a man in a nightmare: with his startled gaze, the prissy, self-absorbed scriptwriter in Hollywood looks as if he has landed on a distant planet



Partnership of contrasts: Ethan Coen, a philosophy major, and brother Joel, who edited horror films

Of mawkish cards and cheap champagne

Please God that I'm not already too late. Now this is what I want you to do. Tomorrow morning, make sure you oversleep slightly, get up, grunt sourly at your partner over the All Bran and throw a muttered and unanswerable domestic complaint (anything — the unpaid gas bill, the unwashed cereal bowl, the untidied sock drawer: improvise, can't you?) over your shoulder as you leave for work or the school run. Make sure you slam the door good and hard as you go. Do not, under any circumstances, contact your partner at all during the day. Get home as late as you can, and go straight to bed. Snore, loudly.

Got it? Good. Believe me: together we can get this whole St Valentine's thing licked. I know it won't be easy. There will be those cocky men at work, the ones with clever boxer shorts and Porsche key-fobs, who spend the rest of the year working their way through the more compliant section of the typing pool, and who will tomorrow grin and tell you they almost forgot to get their secretaries to Interflora round a dozen red roses to their wives. Or there will be the women who on any other day would be confiding to you and the rest of the world how they really don't know how

they finished up partnered to such spineless, underpaid, untalented slob, who tomorrow will show you the smug, smug hunkies ads they have taken in this very paper. Tomorrow you will hear heart-rending stories of surprise trips to Paris, of champagne dinners, of fortunes spent on underwear and glossy cards and baby sitters.

Cover your ears. Whistle loudly. Close your eyes tight and try to remember the whole of the cup-winning '62 Spurs squad or the cast list of *Peyton Place*. Anything, as long as you don't find yourself responding, as you are meant to respond, "Really? How romantic?"

Just repeat after me: St Valentine's day is not romantic. Or, it is the least romantic day of the year. And the question you must ask yourself is this: do you love your partner enough to ignore St Valentine's day totally and absolutely? I'll admit it: I used to be a Valentine's sucker too. The red roses, the dinners, the whole evening of attentions relatively undivided, the full bit. I would settle the bill in the local trait with the discreet flourish of Casanova reincarnate, and inscribe dedications in the end papers of Penguin Editions of Donne and Marvell ("Come live with me and be my love... or if not that, how about a

PRIVATE LIFE

John Diamond on
the least romantic
day of the year



weekend in Brighton some time?" as if their seductive poetry was my own. And then I met this girl who told me one February 13 that, just in case I had anything big planned for the next day, it was as well I should know that she didn't believe in St Valentine's day. What did she mean, "didn't believe"? Well, she believed that there were lots of people out there buying each other flowers and

mawkish cards and cheap champagne. She believed that there were lots of other people sending anonymous cards confessing something they called love to people whom they couldn't really love if they only knew their correspondents so slightly that they had to write anonymously. So while she believed something called Valentine's day existed, she didn't believe it had anything to do with love, or even affection, or, and this least of all, romance.

She had, I realised, a point, which is anybody can send a card or buy a meal on Valentine's day. It is no more a manifestation of true love to send a seductive message dreamt by a team of professional seducers at Hallmark Cards Ltd than it is an indication of your intellectuality that you keep your Schwarzenegger videos in tape cases styled as leather-bound editions of Dostoevsky.

None of which is to say that there aren't special days which can be legitimately celebrated. Anniversaries are romantic, because they are, at least, exclusive to that one three-hundred-and-sixty-fifth of the population who met, or married, or bedded each other on that day. They are romantic because your memory is never jogged by a damn great sign in the

window of Cardz 'n' Cigs saying: "Don't forget On November 26, it will be ten years since your trolleys collided at Tesco, and she apologised so profusely that you thought you might be in with a chance there." Anniversaries are romantic because you can be pretty sure that Barry Manilow won't be the recipient of 2,000 copies of the same card that you will send. Anniversaries are romantic, birthdays can be romantic, non-anniversary just-for-the-hell-of-it champagne meals and weekends away and silk knickers are most romantic of all. Valentines are not.

Remember, after all, that the question you are most likely to be asked in the office tomorrow is not "did you get a Valentine's card?" but "how many Valentine's cards did you get, then?" And the chances are that the person who has sent or received most cards is not the most loved person you know, but the least loved. Valentine's people are either life's perpetual one night stands, firing off cards as little lustful pot-shots into the sexual void, or they are those sad, concerned singles whose cards speak neither of lust nor love but of a cosy niceness which, perhaps unfortunately, has nothing to do with either.

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CINEMA

Boldly or not, it's far enough

Geoff Brown reviews *Star Trek VI*, plus *The Favour, the Watch and the Very Big Fish*, *The Lunatic* and the reissued Disney animation classic, *Snow White and the Seven Dwarfs*

As the Starship Enterprise crew, ageing rapidly but not without grace, arrive at Earth headquarters early in *Star Trek VI: The Undiscovered Country* (PG, Empire), DeForest Kelley murmurs "Maybe they're throwing us a retirement party." This may indeed be the final fling of Captain Kirk, Dr Spock and the rest: the dialogue certainly points that way, and William Shatner's girdle cannot possibly hold out much longer.

Nicholas Meyer's film never matches the liveliest entries in the series (my candidates would be *The Search for Spock* and *The Voyage Home*). But it passes muster, sending the team on possibly their last adventure with a mixed bundle of self-deprecating jokes, flying sprays of pink Klingon blood and a nasty, bald, one-eyed villain with a good knowledge of Shakespeare (cue the scene-stealing Christopher Plummer).

The year — sorry, Stardate — is 9521.6. In a conscious parallel to the Iron Curtain's collapse, the series' baddies, the thuggish Klingons, are forced to sue for peace when ozone depletion ruins their livelihood. War-mongers derail the process with an assassination, and frame poor Captain Kirk, who is tried, convicted and sent to mine dilithium beneath the icy fake snow of Rura Penthe, the

'Once again, Shatner signs off with a twinkle, 'we've saved civilisation as we know it'

Klingons' equivalent of Siberia. Up until this point, the film trots along happily, with assorted amusements: the ceremonial dinner on board the Enterprise, where the Klingons are bemused by table napkins and all food and drink appears blue; the assassination attack, which rips open David Warner's chest to reveal the medical equivalent of a Jackson Pollock canvas. Then the plotting bogs down. The Enterprise crew (including a second Vulcan, Lt Valeris (Kim Cattrall), ponderously play Hunt the Assassins: Shatner endures a silly, demeaning fling with a devious Klingon prisoner played by Iman.

The film never recovers until Plummer shouts "Cry havoc, let slip the dogs of war!" while spinning round in his space ship chair. Battle commences; the special effects boys, under-utilised

before, get to work on the explosions. "Once again," Shatner signs off with a twinkle, "we've saved civilisation as we know it".

For all the affectionate humour, we could have hoped for a more rousing farewell. But is it goodbye? *Star Trek VII* still may appear: Paramount Pictures cannily leave the way clear for younger crew, possibly from television's *Star Trek: The Next Generation*.

The title must go. *The Favour, the Watch and the Very Big Fish* (15, Odeon Haymarket) not only sounds impossibly whimsical, it barely fits on a cinema marquee. True, every component finds a place in Ben Lewin's Anglo-French bon-bon. The favour emerges when Louis, a photographer of religious devotional pictures, agrees to take an actor's place dubbing a porno movie. The watch is offered as a gift to the heroine if she can make a glum café pianist smile. The fish forms one of Louis' gruesome evening meals. But as audience bait *The Favour*, etc. ranks just about level with *Gwyneth of the Welsh Hills* or *A Man, A Woman and a Bank*.

Lewin's film, which updates a ten-page story by Marcel Aymé to a vaguely contemporary Paris, has other odds to conquer. The principal character of Louis, a photographer desperate to find a model of Christ, is played by that well-known Gallic charmer, Bob Hos-



The oddest couple? Spock (Leonard Nimoy) and Lt. Valeris (Kim Cattrall) in *Star Trek VI: The Undiscovered Country*

kins. Others involved are American (Jeff Goldblum), English (Natasha Richardson), and, just occasionally, French (Michel Blanc).

Padding, too, distorts Lewin's script: Aymé's notion of a photographic model for Christ who comes to believe in his own divinity (the Goldblum character) loses some potency as a result. But this frisky film rides over its flaws and, minute by minute, grows in appeal as it ricochets from romantic hijinks to outright lunacy to religious reverence. "My God, I'm so hungry!" Goldblum cries, pinned to a crucifix in Louis' Calvary Studio.

With horn-rimmed glasses and

a neat moustache, Hoskins certainly looks French. And his infectious air of innocence proves vital: "That's an incredible story!" he tells Natasha Richardson, the girl of his dreams, after she spins a flashback about her aborted romance with Goldblum's pianist, sent to jail after a jealous tantrum.

Lewin (born in Poland, reared in Australia and trained in Britain) may not always avoid the hazards of cloying comedy. Angela Pleasence's scenes as Louis' sister are a clear candidate for the editor's scissors. But Hoskins's character, so sweet, so bashful, so eager to please, makes us swallow many

things that another actor would probably force us to spit out. Other aids to digestion include Vladimir Cosma's music, and the bustling cafes and arcades around Rue Saint-Sulpice (the title of Aymé's novel); although we always remain conscious of studio artifice, they help enormously in glueing the film together. So ignore the title. Sit back, be patient, and enjoy an off-beat diversion.

For a first film directed by a rock musician whose previous experience lay in pop promos, Lol Creme's *The Lunatic* (15, Prince Charles) proves remarkably placid. No frenzied camerawork, no jittery editing: instead he unfurls

with crude simplicity a tedious Jamaican yarn about an innocent spirit who talks to trees and is nearly undone by a hefty German girl's lust. Some of the acting would be better suited to a village pageant; at least the ebullient Paul Wallace, as the title character, warms the heart.

Last, but not least, comes *Snow White and the Seven Dwarfs* (U, Cannon Haymarket). Disney's first full-length cartoon, now 55 years old and as delightful as ever. To those weaned on sewer mutants, *Snow White* and her Prince probably appear the ultimate wimps. But this is not a film for kids. *Snow White* is meant for that vanishing breed: children.

ARTS BRIEF

Shires' first

STOCKHAUSEN, once a name to strike terror into classical music traditionalists, is coming to Leicester, a hitherto little-known centre for avant-garde electronic music. At the Phoenix Arts Centre on Friday, Markus Stockhausen, the trumpet-playing son of the 63-year-old composer Karlheinz, will give the world premiere of *Pleth*. The piece is written for "solo quartetone flugelhorn" — not an instrument familiar to the doughty brass bands of the Midlands. It will eventually form part of Stockhausen's seven-day operatic cycle *Licht*, only two days of which have so far been completed. Markus plays at the Queen Elizabeth Hall in London on Saturday.

Short steps

FORMER Royal Ballet dancers Bryony Brind and Michael Corder are joining a new chamber ballet company, VoltAire, designed to work on an intimate scale. They will dance with Mark Silver (a current Royal Ballet principal) in a new work, *Alter Ego*, with choreography by Jennifer Jackson and music by the jazz composer John Surman, based on Debussy. Also in



Bryony Brind: new work

the programme is another new ballet, *In the Mist*, by Corder, to Janáček's music. Previews are at the Lillian Baylis studio theatre at Sadler's Wells on February 27; the premiere is at the Gardner Centre, Brighton on February 29.

Last chance...

WITH the release this week of an EP called *Love Is Strange*, Everything But The Girl consolidate the success of their shows last year, when they performed material written or made famous by other artists. They end their current season of acoustic concerts with performances at Queens Theatre, London W1 (071-494 5040) tonight, tomorrow and Saturday, and at the Playhouse, Oxford (0865 798600) on Sunday.

TOMORROW IN LIFE & TIMES

Top of the forms: Richard Cork on the sculpture of Richard Deacon

The destruction of the Iraqi supergun by United Nations' inspectors means that the key question will never be answered: would it have worked?

To ask, of course, is to line up with the ranks of blinkered scientists who are indifferent to the human consequences of their work — such as Gerald Bull, the Canadian artillery genius who designed it. Tuesday on BBC 2 took another look at Dr Bull, tracing his trajectory from clean-cut optimism as the youngest-ever PhD at Toronto university to his death in a hail of bullets outside the

door of his Brussels apartment. By then, Bull was working for Saddam Hussein, the only man prepared to finance his obsession to build a gigantic gun able to fire shells a metre wide for hundreds of miles.

I found it impossible not to feel a smacking regard for Bull, horrible as the effects of his huge gun might have been. Here was a man who, virtually alone, took ballistics forward into unknown territory. For many years he

persuaded the Canadian and American governments to support him: when they pulled out, he turned to more sinister paymasters.

His researches might have led to a cheaper way of launching space satellites, firing them smoothly upwards out of the barrel of a gun. He designed the world's most powerful howitzer, with a range of 57 kilometres; but in his cups he dreamed of a gun that would fire a shell halfway round the world. An

TELEVISION REVIEW

Over a barrel and filling up the bins

obsession as magnificent as this demands respect, if not admiration.

Bull's life had a shape and symmetry beyond most dramatists. On the way up, he was rapidly promoted and lavishly praised; then came disappointment, an arms charge that led to jail, divorce, and finally death at the hands of highly-professional killers.

Will any of the bright young engineers shown on QED (BBC 1) enjoy a career

as remarkable as this? They shared with Bull the desire to make things work, though the task they faced was altogether more 1990s. Given a collection of bits and pieces, students from Britain, Germany, Japan and the United States had eight days to put together machines that would pick up plastic bottles and dump them in a basket. Not much danger of being bumped off by an Israeli hit-squad here. It was an excuse for a

Japanese game-show, although one without the ritual humiliations of the genre. Nobody was suspended in freezing water or nibbled by crabs. Some, it is true, had the agony of watching their machines upended in the first few seconds of the game, whirring helplessly with their wheels in the air.

The best machine re-invented the arm, gathering the bottles in one great sweep, then tossing them in the basket with the equi-

valent of a gentle underarm throw. In a pretence that we are all on the same side, the teams were international, so that one was denied the chance to cheer for Cambridge.

This was all good training and entertaining television, though I could have done with some analysis. What did the result tell you about engineering design? Is it best to start with a simple concept and develop it, or achieve simplicity by refining a more complex idea? I was left admiring the skill of the young engineers but doubtful about what, if anything, it meant.

NIGEL HAWKES

CLASSICAL MUSIC

Spokesman for voice holds the right keys

On the day before we met, Iain Burnside had been playing the piano variations on "I Got Rhythm" with the Szczecin Philharmonic; the day after, there would be a rehearsal for a lunchtime recital of Fauré and Franck with the Delmé Quartet at the Purcell Room. After that, there would be an evening of cabaret songs at the French Institute.

Not quite what Gerald Moore, doyen of the tie-and-tails school of *Lieder* accompanists, would have dusted his cuffs with. But then, coaching murderers for their parts in the chorus of a Wormwood Scrubs production of *Sweeney Todd* would certainly not have been Moore's style either. Burnside is the prototype of a new and very different generation of accompanists. He is a tough-talking, neat Glaswegian, who graduated from Oxford and the Royal Academy, then went on to deepen his pianistic education in Warsaw.

His way is not to sit by the telephone and wait for a Fischer-Dieskau, a Victoria de los Angeles, a Margaret Price or a Thomas Allen to ring and ask for his services (although the latter three have been keen to seek him out). He, Burnside, is the prime mover.

So impressed were the South Bank managers by his skills in devising and performing programmes of Schoenberg, Szymanowski and Schubert for major series, that when it came to refurbishing the Purcell Room and raising its credibility as a serious song venue, it was to Burnside that they turned.

They have even promised him paintings on the wall and floral arrangements to help launch a new song recital series which opens tonight. In programming and casting, the Purcell Room Song Series is in marked contrast to the Queen Elizabeth Hall's line-up of big-time *Lieder* singers such as Olaf Baer, Anne Sofie von Otter and Peter Schreier.

Here, Janis Kelly, better known for wilder work on the



Iain Burnside (above), is a pianist who aims to revive public appreciation for song recitals. He explains why to Hilary Finch

boards with groups such as Opera Factory, will be singing Messiaen and Kurt Weill and the sisters Kristine and Katherine Ciesinski will be playing the works of distinguished musical siblings such as Felix and Fanny Mendelssohn or Nadia and Lili Boulanger.

"British concert promoters can be unimaginative in whom they think of as being 'song' singers," Burnside says. "It's not necessarily the good opera singers, but neither is it only the recognised *Lieder* singers. What counts is the communication, the intensity of focus."

The pianist is acutely aware that, despite the new and growing audiences for classical song in London, outside the capital it simply does not sell. "It's ironic, given the nationwide boom in opera," he says. "Millions will buy the

Three Tenors video, and yet they won't go and hear one tenor in recital. And people who gladly go to a piano recital of Schubert, Brahms and Schumann are somehow afraid of having it with voice."

Burnside warmly praises the pioneering work of Graham Johnson, and the Songmakers' Almanac in revealing the breadth and the fun of the repertoire — and in entertaining audiences with more than one singer. Johnson certainly made classical song less intimidating.

Burnside hopes to go a step further in the demystification process. He has planned a tour of Ulster in March with Adrian Thompson, Mary King and a hard-hitting batch of Russian and Latin American songs, including some of the work of a Bolivian-born, Belfast composer.

Burnside will also open a new London concert venue in the autumn, when he brings evenings of French music to the renovated Holy Trinity Church in Sloane Street.

One of Burnside's problems is undoubtedly the remoteness of much of the repertoire. But why is comparatively so little written for the voice by contemporary classical composers?

"Perhaps it's because traditionally the song was an expression of lyric poetry," he suggests, "and that doesn't hold the same place in our cultural pantheon as it used to. Twentieth century composers have tended to set anarchic texts, if you think about it: Bernstein with his recipes, Milhaud with his flower-seed catalogue."

Burnside is eager to rekindle the flame, and hopes to commission some new song-writing during his three-year series. "It will have to be a composer who is really excited by words, though," he warns. "Not someone who is just going to open Walter de la Mare."

© The Purcell Room Song Series (071-928 8800) starts tonight at 7.30pm with a recital by Janis Kelly and Iain Burnside.

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Surviving under Big Brother

This is the best anthology of modern poetry for 30 years. Not since I came upon Alvarez's *The New Poetry* (first published in 1962), have I had this sense of the collective statement of an exceptional generation, of a mass of powerful new material gradually finding shape and identity, of so many outstanding poems and so many new names to follow.

In *The New Poetry*, Alvarez put together four American poets and 24 British. It looked like an admonition to the British to learn from the Americans, and it worked. That anthology — with Lowell, Plath, Gurn, Hughes — heralded the excitement of the 1960s, when the dominant poetry was American and American-inspired.

Since then, the fulcrum of poetry in the world has shifted back east, and Alvarez shifted with it. In the late 1960s he became the advisory editor of a series called *Penguin Modern European Poets*, where Amichai, Celan, Holan and Herbert first appeared. Daniel Weissbort and Ted Hughes got together to found the magazine *Modern Poetry in Translation*. There were festivals, readings, publications, exchanges of letters. They were cosmopolitan times ("the good old days" Amichai calls them in an interview, also printed here), and Weissbort has drawn heavily on them in this anthology. About a third of his poets were in that Penguin series; others have been published in small or specialist presses here or in America; two are presented for the first time in English.

To have selected 28 poets from eastern Europe, written essays introducing their work, with a bibliography and interviews with some of the poets, and all in a durable form — Penguin will be publishing the paperback in due course — is a great responsibility, and Weissbort has performed it magnificently.

He has identified the essential subject or determination of this poetry, survival, and accepted geographical limits and chronological ones. All his poets lived through the second world war and its aftermath: roughly speaking, they are the generation of the 1920s.

This gives the book a coherence,

A new collection of iron curtain poets causes Michael Hofmann to recall a lost generation

an intensity and a shared experience, which otherwise Weissbort is hard put to describe, talking as he does about "an aura that embraces their work. It is a kind of fellowship..."

This occasional incoherence isn't detrimental, though. It comes out of his continuing engagement with the work. It helps to make *The Poetry of Survival* what it is: not a closed, cut-and-dried, canonical type of anthology, but more an instinctual one, and Weissbort's instincts are true.

For instance, his decision to

THE POETRY OF SURVIVAL
Post-War Poets of Central and Eastern Europe
Edited by Daniel Weissbort
Audi £19.95

begin with Brecht. Brecht is generally vilified in this country, and to set him at the head of this anthology may seem strange, a communist wolf before dissident sheep, only the other poets are not sheep and I am sure they recognise Brecht as one of themselves, with his clarity, brevity, intelligence and concreteness. His unrhymed poems with irregular rhythms — devised so as to be "reasonably invulnerable to interruptions" (by jamming) — are an apt and evocative way in. As I read through the anthology I asked myself repeatedly, where do these Myrindon poems come from, what is their Gogol's "Overcoat", who is their father — and of course the answer is Brecht.

In time, the uniqueness of the 28 poets represented here will be seen: they will make some sort of group like the War Poets or the Romantics. Their part of the world bore the brunt of the war and its aftermath, the death-camps. They went straight from the Brown terror to the Red, without passing

go. While the west looked on, complaisant or anguished, their countries were hostages to peace. There, poetry was the last thing on anyone's minds, but still it appeared in the reduced, stubby, oblique form they found for it. Actually, it was anti-poetry, anti-language.

It was their leaders who fancied themselves as bellettrists. Stalin got on the phone to poets. Ulbricht addressed meetings of the writers' union, they all had their lives and their speeches published in many volumes. The poets are the opposite, describing themselves variously as "an outside member who would never presume to label himself a poet" (Holan), someone who "never felt myself to be a poet" (Pilisnsky), who imagines "a poetry without qualities, a poetry which would be anonymous again" (Rozewicz).

Never in history have there been poets who had such a deep quarrel with language as Celan, who wrote in German, the language of the murderers of his parents, but broken into pieces and re-fashioned; as Dan Pagis, who taught himself Hebrew in order to write as Pilinszky with his "ascetic renunciation of words"; Bachmann, Holan, Herbert, Rozewicz: they all inveigh against language.

I am talking about this anthology as an event in English, even though it is the opposite of most English poetry, which is picky, cluttered, unmomentous, anecdotal, individualising. In the poems here, you see the wood, not the trees. They mean to be useful (Brecht's favourite word) even when they only dramatise their usefulness: "I want to be on time/ even if I am too late" (Jerzy Ficowski). It is not because I feel sentimental about the countries and the poets and what they have suffered.

Their achievement — and that of their translators, most of whom, fascinatingly, are not native English speakers, and whose versions, Weissbort says, need not be instantly recognisable as a poem in English — makes me wonder whether the possession of one language, and an innocent unbroken relationship to it, will ever again be able to make great poetry. This anthology sets new bearings.



Demanding democracy now: a young East German intellectual, 1989-90

Nicely turned nasties

Caroline Moore

A DUBIOUS LEGACY
By Mary Wesley
Bantam Press, £14.99

Mary Wesley has attracted those critics who like to praise writers' pens for being "sharp", "steel-tipped" or "dipped in acid", and for whom "malicious" is a term of high literary praise. Her new novel, *A Dubious Legacy*, has the customary salty sparkle. Even the mildest characters will suddenly pass gratuitously personal remarks, and there are some memorably awful social occasions — including one where the insanely unpleasant hostess dances on the table and bites off the head of a cockatoo.

Fun though much of this is, I suspect that Mary Wesley's general popularity comes not from this hard-boiled shell, but from the soft yolk. In the end, most of her characters are judged by the reassuringly old-fashioned standard of whether they are "nice".

Henry Tiltotson, the hero of this book, is nice in the most English of ways: kind to horses, dogs, cockatoos and children; loyal to friends and retainers; and super-humanly patient with his congenitally malicious wife, who has chosen to confine herself to bed, well beyond the reach of sympathy or the reader's credulity. Henry has all the outward insignia of the nice English gentleman: a shabby 17th century house in honey-coloured stone, and clothing made eccentric by poverty. His niceness, too, is a hand-me-down, inherited from his father. It is, or ought to be, the dubious legacy of the title.

The trouble is that in this novel the inheritance seems pretty pure gold, or perhaps golden syrup: hardly dubious at all. We are told that Henry is "fawed", and there are half-hearted attempts to suggest that his kindness is a desire for safety. But when one of the characters exclaims "should it not suffice that he has been a remarkably good friend and kindness itself to your children?", nastiness can offer no riposte.

Henry can be "absolutely beastly" and is capable of retorting "rather nastily"; but, in his case, malice never quite takes, suggesting rather his author's sprightly desire to disorient.

In *A Dubious Legacy*, the disparate elements are melded most believably in the women, through whose eyes we generally view Henry. Despite the male hero, this



Soft-centred? Mary Wesley

remains a female-centred novel.

Antonia and Barbara are taken to a weekend house party at Henry's house by two young men, Matthew and James. Both girls are young, hard-nosed and impetuous; charming largely because of their youth. Both have decided to marry "the right sort of man" to escape from boring jobs, and have come to the conclusion that the pair they have come down with will do. Either could melt into an affectionate wife, or congeal into a formidable battle-axe.

Meanwhile, the men are making similar calculations, though unlike the women, they do not admit it. Matthew persuades himself that he is in love with Antonia; his first, schoolboy, love was for her brother, James, kinder and less pompous, proposes to Barbara because she will never be able to hurt him as much as his last girlfriend. But even when "be-spoke", their fiancées are both surreptitiously casting a glad eye at Henry, full of calculating curiosity.

It is here that Mary Wesley's shiftness of perspective comes into its own: in the description of the tentative beginnings of relationships, hedged about with inauspicious qualifications, but capable of sudden change and growth. She catches beautifully the gusts of desolation that shake three out of the four young people after their decision to marry, for example; but these are not necessarily the precursors to future tempests. Such uncertainty is lively and enlivening.

Ultimately, however, the slight plot and our even slighter interest in the characters prevent these fine moments from cohering into a thoroughly good novel. The couples eventually get the children they deserve. But as the narrative wavers and attention scatters over the next generation, the dry and soft sides of Wesley's writing tend more and more to function separately. The cynicism seems increasingly brittle, almost soot-like, the sentimentality, though pleasant, increasingly obvious.

Mossads under the bed

David Pryce-Jones

ABU NIDAL
A Gun for Hire
By Patrick Seale
Hutchinson, £16.99

wards the policies that have been decided at the top in their name, and it may come as a nasty surprise.

Words and deeds really are not what they seem. Losses in this process have little recourse except to stick some damaging labels such as traitor or Zionist on to winners who have done them down. As far as the public goes, government without consent looks no different from conspiracy.

Abu Nidal had found a kindred spirit. Seale grew up in the Middle East and he became a newspaperman specialising in the subject. He tells the reader that he has "no axe to grind, no allegiance to one side or another, no hidden agenda", but at the same time he believes Israel to be capable of any atrocity, no matter how conspiratorial, so politically and morally depraved is it. Rationality could only obstruct conclusions he was

eager to jump at with Abu Nidal.

Helped by the PLO, Seale was able to interview high-level defectors from Abu Nidal's group. He pieces together how Abu Nidal became the client in succession of Iraq, Syria and Libya.

There is a solid description of the group's internal organisation and its bosses and their terror attacks world-wide. Abu Nidal appears to delight in murder and torture and whisky and racketeering. A terrifying crisis occurred late in 1987 when he ordered the butchering of perhaps as many as 600 of his own men.

None of this is in dispute. Seale's investigation was not done to establish the hideous reality of Abu Nidal and his group, however, but

in order to fit their activities into Israel's purposes. What is the evidence for this? There is none.

At the outset, Seale uses the conditional and subjunctive tenses, with plenty of qualifying phrases such as "I reflected", or "Although pure speculation, this seemed to me not implausible." His sources naturally remain anonymous, but he does name those within the Abu Nidal group who seem to him likely traitors, which may well amount to denunciation. Abu Nidal was shot dead in Tunis on the eve of Operation Desert Storm, by one Hamza Abu Zaid. Captured, this killer confessed to being Abu Nidal's agent. Seale is sure that this was Israel's contribution to the start of the Gulf war. By the

end, indignation has driven him to believe his conspiracy theory.

How did Mossad recruit Abu Nidal? "It was a puzzle Abu Nidal wrestled with until the end of his life." Quite so. And how has Mossad managed over the years and across the borders to pass on instructions? Are there no counter-intelligence officers in the Arab world capable of uncovering treason on this scale?

Abu Nidal's men have murdered many Jewish children and worshippers in synagogues, and gunned down Shimon Argov, then Israeli ambassador in London. Are Israelis really deprived enough to kill their own people in this way? These are in Seale's little phrase, "loose ends". The fact that Israel has not killed Abu Nidal in revenge is proof enough for him of their complicity. But then, with far greater incentive, the PLO has not been able to kill him either.

Pause for thought might have led Seale to consider the limitations of Israeli intelligence. For example, the Israelis had no clue about Saddam Hussein's Scud programmes, not even knowing the number of missiles, and they cannot pin down the presses printing *infidels' leaflets* in the minuscule occupied territories now under their military rule.

In the face of such evidence of failure, the contrary assertion that Mossad is somehow all-powerful enough to control and manipulate even its most dreaded enemies at long range is not just fantasy or Middle Eastern conspiracy. Here is a projection in modern idiom of the medieval world-picture of the Jew as the totally unscrupulous and hidden master of the world.

If it were so, and Seale were right, then of course the Arabs are doomed to live under a power against which there is no defence, and they might as well throw in the sponge and accept servitude for evermore. With friends like Seale, Arabs certainly need no other enemies.

Brandishing the Armalite and the collection box

Jamie Dettmer

KILLER IN CLOWNTOWN
Joseph Doherty, the IRA and the Special Relationship
By Martin Dillon
Hutchinson, £16.99

Any day now Joe Doherty, the convicted Provisional IRA gunman, will be behind bars in Ulster again to start serving a life sentence for his part in the killing in 1980 of an SAS captain. His return to the province will mark the end of one of the most prolonged and complicated legal battles in the history of the United States.

For nine years the resourceful Doherty, aided by a sharp firm of New York lawyers (with one of whose partners the IRA man is said to have fallen in love) has run rings round the US Attorney-General's office and fought off a series of courtroom attempts by the American government to return him to British jurisdiction. His efforts to secure political asylum seriously embarrassed the US government and infuriated the British, who feared that, if he won, America could become a safe haven for Irish paramilitaries.

The IRA has, of course, reaped the benefit of the sympathy generated in America by Doherty's case and by his lengthy incarceration. Arriving in New York in 1983 after an audacious escape from Crumlin Road Prison, Doherty soon became the darling of those in the Irish-American commu-

ties on the East Coast who see the harsh realities of Northern Ireland in romantic and simplistic terms.

From his prison cell in the Metropolitan Correctional Centre in Lower Manhattan, Doherty received over the nine years of his confinement a procession of high profile supportive visitors: Jesse Jackson, New York Mayor David Dinkins, and an assortment of senators, congressmen and New York assemblymen, all eager to ensure that they did not alienate any Irish votes.

Killer in Clowntown, Belfast journalist Martin Dillon's third recent book on the troubles, details the twists and turns of the legal drama. His chapters on Doherty's background and rise in the IRA are riveting. Both his account of the bungled SAS ambush of Doherty's unit and his description of the planning that went into the IRA breakout from the Crumlin Road jail are at least as enthralling as any thriller.

The chapters on the teenage Doherty are instructive in helping to understand why young Roman Catholic men and women joined



Joseph Doherty receives Mayor Dinkins of New York, one of his many sympathisers

the IRA in the 1970s. Mr Dillon quotes Doherty saying about his youth: "In the Republicanism I grew up in I was never conscious of working it out, rationalising it. I was only conscious of living in a ghetto, of drifting along with what was going on in the ghetto."

The drift became a hardened commitment as Doherty witnessed a change in the British

troops. At first, they were the protectors of the Roman Catholics, saving them from Protestant wrath. But soon, to his eyes and his contemporaries, they turned into the enforcers of the Protestant Ascendancy.

The dawn search operations by the British army during Christmas 1971 confirmed Doherty in his Republicanism. During a raid on

the support he was getting in the United States.

Doherty's incarceration only served to heighten sympathy for him. Mr Dillon argues that Mrs Thatcher's determination to get Doherty, endangered British-American relations. "Two US administrations, frightened of her, succumbed to her demands," according to Mr Dillon. The only

evidence for his claims comes from junior civil servants and diplomats.

Mr Dillon said he was convinced by his study of the case and by his involvement with US government lawyers, who wanted him to testify as an expert witness, that there was a "hidden agenda" between the two governments. But the agenda was not hidden, it was entirely open. Washington and London were both afraid of the implications of letting Doherty secure asylum.

It was thought of the US becoming a safer haven than even the Irish Republic was something neither the Americans nor the British were prepared to tolerate. Doherty might not have run off, if granted jumped bail, but at liberty on the east coast he would have been as much a propaganda threat as in jail.

The case may well have handed the IRA a propaganda victory. It may have heightened sympathy for the IRA among the east coast Irish-American communities. But neither London or Washington had any choice but to pursue Doherty.

The Supreme Court's decision last year to uphold the right of the US government to overrule an Appeals Court decision to grant Doherty a hearing on the question of deportation was a vindication of both the American and British governments.

Many Irish-Americans may be a lost cause for the British anyway. If the horrors that have been seen in Northern Ireland in the past 20 years have not alerted them to the possibility that it is not a simple matter, then nothing will.

THE END OF HISTORY DEBATE



The kiss of Judas, from the French 13th century Psalter of Ingeburg of Denmark: the high drama of the betrayal in Gethsemane may be a later interpolation

Silver lining of a man who betrayed God

Enoch Powell, now working on a new edition of St Matthew's Gospel, scrutinises a provocative theory about Judas Iscariot

Judas Iscariot, no disputing it, is a mystery. As a Jew, Hyam Maccoby proposes to resolve the mystery by identifying him as the specimen of a persistent mythology. That mythology, of which Judaism was innocent, demands that a victim be sacrificed but that the beneficiaries of the sacrifice take no responsibility for the deed themselves. In the redemptive, eucharistic theology which eventually prevailed in Christianity, the deed of slaying the son of God and the guilt for it was borne by the Jewish people in the person of Judas, whence Christianity and Christendom derived their anti-Semitism.

The thesis is attractive. That the success of Christianity was due to its fulfilling deep-seated, widespread and therefore presumably primitive human needs, is probable. That the gospel narrative was calculated to inculcate in the death of Jesus neither his followers nor the Roman authorities but the Jews, upon whom it was to be avenged by their humiliating defeat in 70 A.D., must be admitted. The difficulties begin when one attempts, as Maccoby does, to demonstrate how Judas arrived on the scene.

Was he written into the story? Yes — but out of nothing? Maccoby is hampered in his investigation by having adopted the view of "most modern scholars" that the gospels originated in the order Mark-Matthew-Luke-John. This prevents him from observing that all the Judas passages in Matthew are insertions. They created awful difficulties.

First of all, exactly what did Judas "betray"? Secondly, how did he get from the Last Supper to turn up with the posse in Gethsemane? Thirdly, what was the point of Jesus exposing his treachery at the Last Supper? Those puzzles gave the later gospel-writers plenty of scope for ingenu-

ity; but they, and we, were still left with Judas's suicide and the story of the Bloody Field, as to which Matthew has the curious remark: "... therefore that field was called 'Bloody Field' down to the present day".

Astonishingly for an author bent upon finding mythology, Maccoby does not accept the natural implication, namely, that the post-Matthean details about Judas are due to free invention, motivated by the desire to smooth away difficulties and fill gaps.

On the contrary, he picks upon John's inclusion of Roman soldiers in the arresting party as "a touch of real history which has survived in John's gospel, though apparently suppressed by the Synoptics". He goes on to assert that "the accounts of the Synoptics and of John, while equally biased, overlap sufficiently for the historical facts to be discerned in their interstices".

So the myth-slayer succumbs to the unscientific temptation to regard the unscientific authoritative the "overlap" between documents

JUDAS ISCARIOT AND THE MYTH OF JEWISH EVIL
By Hyam Maccoby
Peter Heinemann, £17.95

of which the mutual dependency is undeniable and onto which a mythical betrayal has been foisted, with devastating consequences for the logic and consistency of the narrative.

How are the dragon-slayers fallen? Welcome, Maccoby, in the ranks of would-be Christian fundamentalists. "There something of the historical reality, the arrest of a subversive Jew by Roman occupying troops with the collaboration of Jewish quisling police, is allowed to appear." The italics and the astonishment are the reviewer's. A strange place indeed for a myth-hunter to discover "historical reality".

"John", he continues, "at this point retains an authentic indication, derived from early sources, that Jesus was a political figure."

What knowledge of these "early sources" utilised by John has Maccoby, and where — except in preconceptions based in the last resort upon the gospels themselves — does he find the evidence for them? It is mere assertion to state that "John reveals, however unintentionally, some valuable historical facts: that Jesus was arrested as a rebel against Rome and that he was never tried on a religious charge."

Poor John: he had a problem which weighs upon us still, namely, that Jesus, in the earliest form of the gospel we possess, undergoes two duplicate trials, condemnations, yes, and — out with it! — executions. Jewish and Roman. He solved his problem since the crucifixion by then was no longer dispensable, by eliminating the Jewish one.

Maccoby's thesis, however, is that Judas and his betrayal were "invented". The need to detach Pauline Christianity from the Jewish rebellion against Rome led the evangelists to transfer the conflict between Jesus and Rome to an

alleged struggle between Jesus and the Jewish religion. This produced the image of the Jews as a Judas-nation and to [sic] the invention of Judas himself as the arch-traitor who encapsulates Jewish treachery."

There are serious difficulties here. Of the alleged "conflict between Jesus and Rome" there is not the ghost of a shadow in the gospels. On the contrary, the absence of the Romans in one of their most staggering features, scarcely to be accounted for by assuming that anti-Roman words and deeds of the principal actor have been vacuum-cleaned away and replaced with such sympathetic figures as the centurion of Matthew 8, who had "such faith as was not found in Israel."

Serious too are the chronological consequences, which Maccoby himself does not discuss. He follows the conventional dating of Mark to 70 A.D. and Matthew to 80 A.D. So the "invention" of Judas had to have taken place before the outbreak of the Jewish rebellion in 66 A.D. On this hypothesis, the Jewish rebellion could hardly have taken place, let alone been dealt with, before the "invention" of Judas left its deposit in the earlier of the gospels.

If Maccoby's thesis were accepted it would also point to a rather later date for the origin of those gospels, and would incidentally call in to question the conventional dating to 50-60 A.D. of the "authentic" Pauline epistles, that flagship of the "Pauline Christianity" which is supposed to have needed to "detach itself" from the rebellion.

The puzzles which this new book has exposed, but at best has only partially solved, are a warning to keep an open mind on the possibility that the fall of Jerusalem in 70 A.D. could turn out to be the crucial event in the evolution of the Christian gospel and the rise of the church.

A scapegoat and his herd

Michael Burns is an American academic, who has already treated aspects of the Dreyfus affair in an earlier study entitled *Rural Society and French Politics*. Less conventionally, he had an early career in television and films.

A chance meeting with a casting director for 20th Century Fox led to a part in the television series *Dobie Gillis* when he was 11. He subsequently made more than 60 television film appearances, working with Alfred Hitchcock, Barbara Stanwyck and Ronald Reagan.

This is an unusual background for an academic historian. The book he has now written about the Dreyfus family is also unusual, and in some respects not altogether satisfactory.

What is there still to say? There are, as Burns acknowledges, more than 1,000 works currently in print that have "described, analysed, quantified and deconstructed" almost every aspect of the affair. There are Dreyfus's own writings; there are the novels, manifestos and memoirs of Proust, Zola and Anatole France; there is Joseph Reinach's monumental seven-volume history; there are plays, films, paintings, cartoons, even card games.

Burns's interest was stimulated by the "splendid epilogue" by one of Dreyfus's grandsons in a new edition of the memoirs in 1982. It seemed that the mountain of texts on the affair contained no adequate history of the man, or of the family that helped to save him from certain death in exile. He quotes Lytton Strachey: "Human beings are too important to be treated as mere symptoms of the past."

His account of the affair accordingly takes up less than half of his 500 pages, and is sandwiched between two slabs of family history, beginning in 1749 with the birth of Dreyfus's great-grandfather, Abraham, in the Alsatian village of Rixheim and ending five generations on, in 1945. In selecting such a broad canvas, Burns has not solved all the problems he has created for himself.

Burns's scholarship (although he absent-mindedly places La Rochefoucauld in the wrong century) is not in question; he has burrowed in French provincial archives with Richard Cobb-like assiduity. There are passages, however, which suggest an admiration for Henri Troyat, and where one misses the firm smack of editorial direction.

He tells us, for instance, that no portrait of Abraham Dreyfus exists: "no sketch, wood-cut, engraving, or prose description to confirm that he sported a long beard like other Alsatian Jewish men or that, like his grandsons and great-grandsons, he has steel blue eyes and light brown hair sprinkled prematurely with gray..." The instinct there is that of the historical novelist rather than of the historian.

This tendency to linger discursively over details slows the pace of the early chapters. Do we really need to know about the celebrated

bandit Schinderhannes, who treated Jews no better than the horses he slaughtered as a sideline? How vital is it, in describing the synagogue where Dreyfus was married, to tell us not only that Napoleon and Josephine had lived in the same street, but that it was only a few doors away from one of Paris's ten wet-nurse offices?

Once he comes to the affair, Burns changes up several gears and the grotesque story of what Dreyfus had to endure unfolds more briskly. His treatment when first charged and imprisoned in Paris foreshadowed the sort of thing that would become commonplace under totalitarian regimes in this century.

In an age of hostage-taking, what he was subjected to on Devil's Island sounds curiously contemporary, but there are also primitive echoes of antiquity. There were wild goats on the island, brought there to provide milk for a leper colony. Officialdom feared that Dreyfus, like Ulysses escaping from Polyphemus's cave, might seize one of the beasts and swim out to sea. The herd was removed.

The most moving thing in the book is the account of the stoical manner in which Dreyfus organised himself to survive. He was not an observant Jew. The hardest thing to bear was not the knowledge that he was the victim of some preposterous judicial error, but the "destruction of my beliefs, of all my sane reason".

The allegiance that ultimately sustained him on Devil's Island stemmed from the revolutionary edict of 1791 which had emancipated French Jews and converted them to the belief that France was a new promised land.

He evolved a strategy of survival — work, study and meditation. He kept meticulous records of everything from his pulse rate to the details of his campaigns against insects. He read widely. The most sacred texts of his exile were Shakespeare and Montaigne; Shakespeare in particular, Burns writes, became "a compendium of allegories" for all his dilemmas.

The physical toll of his captivity was severe. When he was brought home to face a second court martial, the correspondent of *The Times* saw in the dock at Rennes "a little old man of 39". His self-discipline and the austerity of manner which was one of its manifestations told against him, even with his supporters. "Had he not been Dreyfus," asked Leon Blum in rhetorical exasperation, "would he have been a dreyfusard?"

Burns is less successful in setting the affair in its broader political context — he does not match the assurance which Denis Brogan brought to the task more than 50 years ago in *The Development of Modern France*. Perhaps he offers a clue to the reason when he thanks a colleague "for having taught me that the historian can be a respectful traveller through the social sciences while maintaining a primary residence in the humanities". Or maybe it was the early influence of Ronald Reagan.



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THE END OF HISTORY DEBATE

In 1989 Francis Fukuyama rose to fame as the author of *The End of History*, an article that caught the mood of the revolutions in eastern Europe. Liberal democracy, he said, would be the only viable system in a post-ideological world.

Since then the world has seen both the Gulf war and the collapse of the Soviet Union. Was Fukuyama right? His new book, *The End of History and the Last Man*, is creating a furore in the United States, and will be published in Britain on March 5. On that evening *The Times* is sponsoring a debate in London, chaired by the Editor, Simon Jenkins.

Fukuyama will introduce the debate and the speakers will be Norman Stone, historian; Roger Scruton, philosopher; Ernest Gellner, anthropologist; Tessa Blackstone, politician.

Times readers are invited to apply for tickets. Full details will be given in *Life & Times* next Monday. Order your copy today.

America's greatest loser

Jeremy Black



HENRY CLAY
Statesman for the Union
By Robert V. Remini
W. W. Norton, £25

A pamphlet of 1844 entitled *Henry Clay's Moral Fitness for the Presidency* declared that "The history of Mr Clay's debaucheries and midnight revelries in Washington is too shocking, too disgusting to appear in public print". A handbill from the same election portrayed Clay as "that notorious Sabbath-breaker, Profane Swearer, Gambler, Common Drunkard". Clearly character was at stake in the political world described by Robert Remini, a world of oratorical feats and battles in Congress as well as the rough and tumble of electioneering, a world in which consistency was an issue, conspiracy and duels common.

Clay (1777-1853) was one of the most brilliant figures in this world, a Virginian who sought opportunity by hiking west, and made his way as a lawyer in Kentucky. The new world in the west was open to talent. Elected to the Senate aged 29, Clay became a long-serving speaker of the House of Representatives, and also held office as Secretary of State. Yet he was defeated for the presidency in 1824, 1832 and 1844 and failed to secure party nomination for the contests in 1839 and 1848.

Clay was one of the great failures of the period and Remini's book seeks to use this in order to explain the American political culture of the period. Clay's preferences as "a hard-gambling, hard-drinking ladies' man", are not seen as crucial. Instead Clay is presented as too able and cerebral for the electorate, too obviously "superior" to the party leaders.

His defeat by Andrew Jackson in 1832 is attributed to a lack of the populist instinct, an inability to reach the general public, while in 1840 Harrison's "nonsense and shout" were preferable to lofty statements about the objects and purposes of government. Four years later Polk, a politician of conspicuously fewer talents, was

seen as more acceptable than Clay. Clay emerges as a great Congressional orator who failed to appreciate the democratisation of society and politics that democracy brought. In 1840 his inability to appreciate the strong popular desire to gain Texas was fatal to his campaign.

It was not only politics that brought disappointment and despair. Clay, a brilliant and witty companion, an eloquent and virile man, suffered many ailments, and numerous personal tragedies. All six of his daughters and one of his sons predeceased him; one son was a severe alcoholic, two were committed to asylums. The death of his favourite son led him to turn to religion. Earlier in his career he had serious financial problems and had to borrow from John Jacob Astor.

Remini also discusses Clay's faults and his problems as a candidate. He was intensely ambitious and that was distrusted, and he was seen as inconsistent, to his critics a politician willing to vary the means in order to further the end, but with the end being little more than power for himself. And yet, the basic theme of the book is summed up by Clay's remark of 1839: "I had rather be right than be president."

An able man held back by the widespread preference for mediocrity and brought low by hubris: the theme is an attractive and familiar one and the story is well told. Clay's career, however, was more complex than this suggests. Convention dictated that most politicians would have said they

preferred to be right rather than to be president.

Clay was on many occasions an able populist, keen to speak and seek support throughout America, and the very fact that he won nomination on three occasions revealed his appeal as a candidate. In 1844 Polk's percentage of the popular vote was a mere 1.4 per cent over Clay's. Clay's failure was not an inevitable product of his personality or of the voting system.

Different factors were at work in each of his defeats. No one could have beaten Jackson in 1832. Clay's career is an account of the play of contingency, rather than the working out of fate. It is also fascinating because of the issues he addressed. A champion of Latin American independence, Clay saw the potential of America as a great nation, sought to provide a framework for economic growth, and strove to avoid seeing the Union wrecked on the issues of slavery and states' rights. These helped to cost him the presidency.

The bitter sectional divisions within America made it increasingly difficult for a national politician not to arouse hostility. Clay fought in Congress for the compromise of 1850, which helped to postpone secession and civil war, but neither compromises nor talk of common interests could hold the Union together. Instead, there was to be a brutal war that revealed the bankruptcy of federalism. Lincoln could present Clay as an inspiration, but one of his sons fought for the Confederacy.

In the wake of the Mike Tyson affair, Simon Barnes reports on hope and double standards in sport

Can a black ever win?

Celtic football club can tell you about sport's double-whammy. When they win, they are British heroes. When they lose, they are Scottish failures. The principle works even better for blacks: Mike Tyson, once an American hero, now a black villain.

This is a well-trodden path. The best example of all is Ben Johnson. One day, he was Superman: the human bullet, the fastest man in the world. The next day, he was a drug-taking, cheating black man: the human pin cushion. And the world queued up to condemn him, as they are now doing to Tyson.

Do we have things in a better perspective in this country? Can we compare the despised Tyson with well-loved Frank Bruno, Ben Johnson with Daley Thompson, and tell ourselves that the black athletes of Britain are better accepted, better loved and better integrated than those of north America?

Certainly, the list of British black sporting heroes gets longer



Sporting harmony on the track: the victorious British 4x400 relay team at the world athletics championships in Tokyo last year

Sport as a medium for black excellence is in itself a racist issue

every week: John Barnes, Jeremy Guscott, Kris Akabusi, Ellery Hanley, poor David Lawrence. And dear old Bruno again, surely he is the best-loved British black man in history. "I don't want to get big headed and out of order, but if what you say is true — it's very nice."

It is true that the main social disease in the United States is race. In Britain, historically at least, it is class. Both countries like to see the record of black athletes as evidence of an increasingly tolerant society. But observe the double-whammy: the fall of Tyson and Johnson are used, at least implicitly, to show how far black people still have to go before they reach white standards.

We Brits can work a similar self-deception: we can think of, say, Roger Black embracing Kris Akabusi at the end of their 4x400m relay victory at the World Athletics Championships in Tokyo: and congratulate ourselves on how far British society has advanced.

But the thought must be balanced with a shoal of negatives. Yorkshire cricket club remains resolutely all-white, despite the huge number of Yorkshire-born cricketers of Asian extraction. Brian Close, the chairman of the Yorkshire cricket committee, differentiated clearly on television between "our lads" and "bloody Pakistanis".

Everton football club remains all-white. Ron Noades, chairman of Crystal Palace AFC, recently resurrected the old Sixties canard

of black footballers lacking heart. The various pre-1990 tours to South Africa by cricket and rugby teams demonstrated a fine indifference to the realities of apartheid.

A few years back, the England-Pakistan Test series caused a virtual diplomatic incident after the on-pitch row between the England captain, Mike Gatting, and the Pakistani umpire, Shakoor Rana.

The explosion was about cricket; but English and Pakistani cricket has a long history of mutual mistrust, based on colonial enmities, which has escalated at times to mutual loathing.

And before Britain can start congratulating itself on a non-racist society, we should, perhaps, count the numbers of black rowers, yachtsmen, swimmers, tennis players, snooker players, equestrians, jockeys, stable lads, golfers, and for that matter, polo players and real tennis enthusiasts.

All the same, the fact that sport has a long way to go cannot hide the fact that sport has already travelled an appreciable distance. In some areas, sport has been on the cutting edge of equal opportunities. Most famous British blacks are athletes.

Only 20 years ago Ron Atkinson took the courageous, then unprecedented, step of playing three blacks in his West Bromwich Albion side, transforming them into one of the most exciting teams in the country. They were inevitably known as "The Three Degrees", and Big Ron said things



Sporting conflict: Mike Gatting and umpire Shakoor Rana

like: "I don't care if he's black or white or yellow with purple spots. If he can do a job for Albion he's in the team."

Sport provides measurable, non-subjective excellence. There is no arguing with the fact that Linford Christie is the fastest man in Britain. But the pre-eminence of sport as a medium for black excellence is in itself a racist issue, and on both sides of the Atlantic. Some have talked about genetic advantage: notoriously, in the United States, through a man named Jimmy "The Greek" Snyder, who said that black athletic excellence was the result of selective breeding by white slave-owners. In fact, selective breeding was one of the few abuses slaves mistreated on.

Professional sport has a high wastage rate: "like turtles and the sea", as Steve Coppel, the Crystal Palace manager, once put it. Because of that, many children are steered away from an uncertain career in sport. But for many blacks, sport is the lone avenue of opportunity. There is an argument for saying that black sporting pre-

eminence is evidence of a racist society.

This is a real argument, but one that can be overstated. Sport has provided us with huge numbers of fascinating, high-achieving black people.

One might have reservations about the phenomenon, but sport has, almost by definition, led the way in integration. In many sports, black teams are full of blacks, and some are led by blacks.

There is a sense in which black sporting heroes become "honorary whites". But the increasing numbers of abrasive, and unrepresentative, opinionated black athletes provides a useful antidote. Black stars are not all cuddly Brando: Christie can be a difficult mark to can; Hanley, and Chris Eubank, much super middle-weight champion. All remain dominant, compelling people.

This is a subject rife with ambiguities and perhaps the most ambiguous figure of all is Muhammad Ali. When he fought Sonny Liston, the audience begged Liston to "kill the nigger". Ali refused to be drafted into the army ("I ain't got no quarrel with them Vietnams"), went to jail, and much of America believed it served him right. But now he is one of the best-loved men in America: and the most pitiable, his once-dangerous insurrectionary brain in ruins. Britain does not have America's long history of indigenous racism: but there is no denying that racism is a fact of life. Sport is a measure of how far there is to go and how far we have come.

Cool, caring and chunky

How two ageing hippies have become the kings of the ice-cream parlour

Take Route 100 north through the frozen mountains of Vermont and you encounter an apparition. On top of a snow-covered hill stands an ice-cream factory. It is all pastel colours. Icicles hang from the eaves. A huge picture of the planet Earth adorns the front gable. Two huge milk vats to the side are painted to resemble the black and white flank of a Holstein cow. To drive a car-full of children past such a place without stopping is just not possible.

This is Ben and Jerry's, makers of Chunky Monkey, Chocolate Chip Cookie Dough and three dozen other flavours of what Time magazine once called "the best ice-cream in the world". It is also proof that yesterday's hippies can become today's chief executives, yet hang on to their virtue.

During the flower-power era, Ben Cohen and Jerry Greenfield were long-haired college drop-outs. When the marijuana smoke finally cleared in the mid-1970s one was a pottery teacher, the other a lowly assistant in a medical research laboratory. They lacked the money to set up a bagel shop, so they took a \$5 correspondence course on ice-cream making instead.

Whatever else they learned in their communes, Messrs Cohen and Greenfield acquired marketing techniques worthy of Harvard Business School. They decided ice-cream junkies wanted chunks, not chips, and all-natural ingredients. In 1978 they turned a disused petrol station into an ice-cream shop in Burlington, Vermont, and sponsored movie festivals at which they gave away free cones.

Ben and Jerry's grew so fast that in 1984 the Pillsbury Corporation, maker of Haagen-Dazs ice-cream, tried to force an exclusivity agreement on its north-east retailers. Ben and Jerry's mounted a "What's the Doughboy Afraid Of?" campaign and won oodles of publicity.

By 1986 the company was going national with a cross-country promotional tour in a converted-camper-van from which they dished out free ice-cream. On

the way back the "cowmobile" caught fire and became the world's largest baked Alaska. After the stock-market crash of October 1987 they drove to Wall Street and served free scoops of "Economic Crunch". The following year they won the National Small Business-men of the Year award.

Ben and Jerry's sales have soared to \$95 million (£52 million) in 13 years. The company produces seven million gallons of ice-cream a year, and is now America's second-largest ice-cream maker. Nevertheless, it remains an extended commune.

Ben and Jerry's limits top salaries to seven times the lowest. It sponsors rock and roll concerts urging political activism. It gives 7.5 per cent of its pre-tax profits to "grassroots organisations seeking to create social change for the benefit of children and families, disadvantaged citizens, the environment and world peace". It buys its cookies from a Zen Buddhist bakery in New York that trains the homeless and its cream from Vermont's endangered family farms. It will have nothing to do with dairy herds treated with bovine growth hormone.

The company employs a "loyal gang" to organise "Elvis Days" or model car races round the factory to keep its 400 employees happy. There are three "green teams" charged with making Ben and Jerry's an environmental paragon. Everything is recycled. Nothing is wasted. Factory "seconds" go to local schools and churches for resale or to employees, who are allowed to take home three free "pints of euphoria" a night. Badly spoiled ice-cream is fed to a herd of pigs which gobble up every flavour except mint.

Lately, however, there have been signs that Ben and Jerry's has become just too successful. There is incipient consumer resistance to the company's corporate image. Turn up to a dinner party in a Republican home and your gift of Ben and Jerry's may be greeted with: "I'm sorry but we don't eat socialist ice-cream."

MARTIN FLETCHER

HEALTH ON FRIDAY

'Provided there is no other damage within the knee joint, David Lawrence should be bowling before the end of the summer'

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Our highly successful telecommunications team, serving a prestigious client base in both public and private sectors, continues to grow. We need more specialist consultants with either strong technical knowledge or wide commercial experience. In any case, they will need to have flair and outstanding personal qualities.

We advise users on telecommunications requirements, network implementation, procurement options and value for money. We advise international service providers on business strategy, marketing positioning, competition and licence applications. We advise Government and regulators worldwide on markets, technologies, privatisation and regulation.

Our growth and the diversity of services we offer have created opportunities within two specific areas of telecommunications consultancy:

■ consultants with strong telecommunications business skills gained, for example, within marketing, economics or accounting together with a wide appreciation of the industry, both national and international, and of the key technologies. You will be working alongside Technical and Strategy Directors as well as Marketing Directors and Finance Directors and the need to communicate knowledgeably and effectively across all sectors is essential. Contact Stuart Rosen Ref: 3227/1.

■ consultants with strong technology skills - digital switching, transmission including microwave radio, fibre optic cable and satellite systems; civilian and military communications; mobile communications; open and proprietary data network architectures; computer inter-working; network security and network management. You must have a good appreciation of the business and market issues raised by the implementation of the technologies. You must be able to talk with equal facility to senior executives in both the business and technical functions. Contact John Kitchen Ref: 3227/2.

Candidates will be aged 25-32, educated to good first degree standard with an MBA or equivalent being highly desirable. You must demonstrate an impressive track record in either a consultancy, end-user or supplier environment.

The rewards are a stimulating and varied career in an environment where there is no barrier to your earnings. Promotion is based purely upon merit and partnership is a realistic goal within a few years of joining.

Please send a comprehensive CV including salary history and daytime telephone number, quoting the appropriate contact and reference to Touche Ross Executive Selection Division at the address below.

MANAGEMENT CONSULTANTS

Hill House, 1 Little New Street, London EC4A 3TR.

Territory Manager

New territories,
new challenges

Optimising business
opportunities in
Poland and Romania

c.£30,000
UK based

Already a pharmaceutical organisation of world-class proportions - our client is beginning to penetrate the burgeoning eastern European marketplace. To continue its growth, it's keen to employ the expertise of an imaginative market manager with first-hand work experience of both eastern and western markets.

Working autonomously from a start-up position, you will use initiative and entrepreneurial skill to build on contacts, develop strategy and implement business development plans for Poland and Romania. Initially focussing on Poland, you will take a hands-on approach - adapting to local market conditions and business practices as you, together with local representatives, examine the market and develop sales strategy. This accomplished, you will proceed to establish the local team who will implement these plans.

An accomplished negotiator in eastern European countries, with broad-based business-building skills and a results-oriented approach, you must be able to capitalise on a good business opportunity.

Specific pharmaceutical industry experience would be an asset but not essential as full product training will be provided. Naturally, there will be extensive travel in Poland, so it's important that you are fluent in the language and are familiar with the country's business methods.

If you believe you are fully equipped to meet this unique challenge, send your cv to Ann Judge, Eames - Jones - Judge - Hawkings, 29 High Street, Welwyn, Herts AL6 9EE. Telephone: 0438 840984.

EAMES - JONES - JUDGE - HAWKINGS

PERSONNEL CONSULTANCY • SEARCH & SELECTION • MANAGEMENT CONSULTANCY

whiteheadselection

Director & General Manager

with strengths in business development
Central Scotland

Earnings c £55,000 + car

Distributing a range of products to industrial, commercial and leisure sector customers, the Scottish operations of this publicly quoted company generate excellent profits from revenues approaching £10m. There has been substantial investment in processing, handling and distribution equipment to ensure a high quality service at competitive prices.

Reporting to a UK Director, the brief is to lead an aggressive business development programme, directed at both large contract customers and smaller accounts, whilst continuing to drive down processing and distribution costs. There is also the opportunity to reshape the organisation quite radically to best fit the needs of a demanding market place.

Aged mid 30s to mid 40s, of graduate calibre and preferably with a business qualification, you must demonstrate a record of achievement as a profit responsible general manager of a medium sized business, where distribution performance and customer service are critical factors. Versatility and well rounded experience are vital, as you must be able to contribute across a broad front - in sales and marketing, operational improvement, financial control and team building. An appetite for change, strong leadership skills and clear vision are the other important characteristics. (Ref 2127)

Please write with CV to Stuart Spindler, Whitehead Selection Ltd., Blagrove House, Blagrove Street, Reading RG1 1QA.

A Whitehead Mann Group PLC company.

whiteheadselection

Saladin

Bring Energy and Commitment to International Consulting

Downstream Oil Industry

Saladin is a young, successful company which provides decision support systems, information and consultancy services to the international energy industry. As part of its ambitious growth strategy, Saladin has created this new position within the oil consulting group.

Reporting to the oil consulting manager, you will travel extensively overseas to train and advise clients on their product applications. You will also provide support to other departments within Saladin in the areas of sales, customer support and product development.

A computer literate graduate, you have a good understanding of the oil industry, gained from 2-5 years' experience in the downstream sector.

Additionally, you are a good communicator, are commercially aware and enjoy a high level of responsibility and a hectic schedule.

Based at Saladin's HQ in Walton-on-Thames, you will command a competitive salary and benefits including a profit-sharing scheme. You will also enjoy working on your own initiative with minimum supervision, in a high profile role within an environment which encourages new ideas.

In complete confidence, please ring or write with CV to: Sue Jagger, Director, Simpson Crowden Consultants Limited, 97/99 Park Street, London W1Y 3HA. Telephone: 071-629 5909.

Simpson Crowden
CONSULTANTS

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

Sales & Marketing Director
(Designate) - Leisure

MIDLANDS : c. £40,000 + Executive Car

This well known sporting and leisure group is market leader in the UK and a major player internationally. Having committed to an ongoing programme of significant capital investment, to maintain the company's position at the forefront of the industry, this appointment is critical to its long term commercial success.

Reporting to the Managing Director you will be responsible for maximising the company's business potential by firstly developing appropriate sponsorship packages and targeting and converting major corporate sponsors; secondly by initiating and implementing secondary spending strategies to encourage increased customer expenditure once on site. You will hold full marketing and sales accountability including NPQ, advertising and PR and manage a small, dedicated team.

Candidates, probably aged over 35, will ideally have been trained in fmcc marketing and sales and subsequently moved into a well-respected service or leisure company and demonstrated a track record of genuine innovation in developing new business. You must have successfully negotiated major service contracts/sponsorships at senior level and have strong analytical, strategic and implementation abilities. French and/or German language skills would be useful.

The excellent package includes a high basic salary, company car, bonus potential and a full range of large company benefits.

Please write - in confidence - enclosing full career and salary details, stating how you meet the above requirements, to Paul Banfield, Ref: 46151, MSL Group Limited, 32 Aybrook Street, London W1M 3JL.

MSL International

CONSULTANTS IN SEARCH AND SELECTION

Assistant Director

Promoting a climate of change

CENTRAL LONDON : To £40,000 + car

This large and prestigious professional organisation is developing plans for the next decade which will create a stimulating environment for the senior manager it now seeks for this influential role.

Reporting to the Chief Executive, you will contribute directly to these plans, to the management of change and to the implementation of new policies and programmes.

Initially you will have overall accountability for corporate communications and parliamentary and public affairs and will act as a spokesperson for the organisation, forging personal links with the media and opinion leaders. Another key task will be the further development of members' professional and business skills through a number of divisional

managers whose work you will co-ordinate.

Educated to degree level and aged 30s to mid 40s, you must have proven experience of policy formulation and team management at or near Board level, which could have been gained within a commercial or non-profit organisation or within a professional institution or the public sector. An outgoing personality, diplomacy and flair for corporate communications and/or parliamentary lobbying are other essential requirements.

Salary is for discussion and the comprehensive benefits package will include a car.

Please write - in confidence - with full details, including salary, to Ann Rodrigues, Ref: 41087, MSL Group Limited, 32 Aybrook Street, London W1M 3JL.

MSL International

CONSULTANTS IN SEARCH AND SELECTION

Operations Director
Strategic Implementation Combined With
Team Leadership

WEST MIDLANDS : c£40,000 + Executive Benefits

Our client, a member of a major international group of companies, are continually assessing their business practices in order to maintain their reputation as a market leader within their sector of a retail related service industry.

A recent and innovative re-organisation has resulted in the creation of this highly responsible and challenging position requiring the talents of a truly exceptional individual.

Reporting to the Managing Director, your key task will be to manage and motivate a team of General Managers responsible for strategically based territories throughout the UK. This will involve setting realistic business objectives in order to achieve maximum profitability and customer retention; introducing 'best practice' and people development techniques; the integration of business acquisitions and a high degree of customer contact to ensure that the overriding goal of customer satisfaction is achieved.

In order to maximise the potential that this position offers, your strategic vision and

analytical skills must be matched by your ability to manage a 'hands-on' operation on a day-to-day basis.

Operationally experienced and preferably of graduate calibre, you are likely to be a minimum age of 35 years and have recent line-management experience gained within a multi-site, service industry environment. Able to achieve results through people, you will welcome the opportunity to manage an operation where the results of your efforts will be recognised and rewarded.

In addition to a salary as indicated, a comprehensive benefits package is offered together with relocation assistance, where appropriate.

Interested candidates should write with a full cv to Maxine Clare, MSL Advertising, Quadrant Court, 50 Calthorpe Road, Edgbaston, Birmingham B15 1TH quoting Ref: MCS11.

These details will be forwarded direct to our client. Please list on a separate sheet any companies to whom your details should not be sent.

MSL Advertising

Fife Health Board
General Manager

Salary negotiable in the range £48,300 - £62,790pa.

This is a career opportunity for a General Manager of proven ability who can take a high public profile, identify strongly with the community and engender local support for innovation and change.

The Kingdom of Fife, situated between the Tay and the Forth, has a population of 345,000. The Health Board's annual expenditure budget is roughly £200m, which includes primary care services and, with 8,000 employees, the Board is the Kingdom's second largest employer.

Although more slowly than in England and Wales, the NHS Act has already changed the emphasis of service provision in Scotland to ensure that patient needs are met. Following the separation of purchaser and provider roles, the key tasks of the Board and its General Manager are evolving. On the former, there is an increasing emphasis on the assessment of needs, setting priorities and purchasing services to meet them; on the latter, there is increasing devolution of function to three provider units.

An important task of the General Manager is to provide the Board with professional advice and information to enable it to develop strategic objectives and monitor their achievement. Other responsibilities include planning and negotiating contracts for service provision, promoting and securing the implementation of NHS reforms and the policy of care in the community, and directing the completion and commissioning of a £50 million District General Hospital.

The successful candidate will have experience of working with a Board to develop corporate objectives and policies for a large and complex organisation. Top-class communication, interpersonal and leadership skills will be essential. Ideally candidates should already have a keen understanding of current NHS issues.

Applications in writing to Peter Bassett, Korn/Ferry International, Pepps House, 12 Buckingham Street, London WC2N 6DF.

Closing date - Wednesday 26th February 1992.

K/F ASSOCIATES

Search & Selection

A DIVISION OF KORN/FERRY INTERNATIONAL

in Support of Police National
Information Systems

The application of science and technology to the work of the police has made phenomenal progress in recent years, and nowhere has this development been more exciting than in the area of police national IT systems.

Head of Applications Software
Development Group

You will lead a newly launched programme aimed at creating an integrated national criminal intelligence system and a national criminal record system serving the whole criminal justice system. You will be responsible for managing the production of the application software for these new systems using the 4GL Natural 2 and ADABAS, and for ensuring that completed software is delivered to strict cost, time and quality targets.

A confident communicator, you'll need at least 5 years' experience of developing software for transaction processing systems in mainframe environments and be familiar with a formal method of system development. In addition, you must have a good working knowledge of the methods and procedures for software estimation and production.

This is a 3 year appointment with a possibility of renewal or conversion to permanent status depending on performance. Ref: C/92/1393.

Chief System Designer

You will head a team designing a National Automatic Fingerprint Identification System (AFIS) capable of searching 60 million fingerprint records in 30 seconds. A unique challenge that calls for a system designer with the imagination to develop original solutions, and the expertise to implement them.

Working towards an implementation date of 1997, you will spend much of 1992 liaising with users to specify a system that will provide the police service with an on-line national identification system for arrested persons and a scenes-of-crime mark searching system. You will be working closely with the FBI in Washington who are building a similar system.

Your extensive IT experience should include large mainframe and distributed processing systems. Ideally, you should also be familiar with solving problems attendant to large data sets and applications requiring data compression techniques to cope with large storage requirements and high data transfer rates. Experience of image processing, super computers, client server architecture, parallel architecture machines and data communications would be an asset. You should be able to specify requirements and evaluate technical alternatives at the system level.

This is a 3 year appointment with the possibility of renewal or conversion to permanent status depending on performance. Ref: C/92/1356.

Both positions are based in London but may be subject to relocation. Starting salary will be up to £37,900 depending on qualifications and experience, and relocation assistance up to £5000 may be available.

The Civil Service
is an equal
opportunity
employer

For further information and an application form (to be returned by 28 February 1992) write to Recruitment & Assessment Services, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 466551 (answering service operates outside office hours).

Please quote the appropriate reference.

Retail Development Manager

"bring retailing flair to
high street financial services"

c. £35,000 + car + attractive package

This is an opportunity for someone with genuine retailing flair to make a highly visible impact within one of the U.K.'s major financial services groups. Injecting professional retailing practices will be key to the successful implementation of the Group's highly innovative communications strategy. The prime task will be to develop and implement "best practice" retailing methodology throughout the Group's national network. Specific importance will be attached to customer contact, training, personnel development, retail sales and retail management techniques.

It is a new and very demanding role and to succeed you must demonstrate the following track record:-

- At least 5 years' experience in retail management, sales and training gained within a large multi-site retailer

- A full and strategic understanding of the sales process, retail management techniques and their relationship with marketing.

- Proven evidence of implementing programmes and strategies at retail branch level

Aged 28-35 years and a graduate, you will be totally results driven, action oriented, resourceful and possess the leadership skills that will be required to lead highly expert multi-disciplinary teams within the Group.

Interested? Then please send a comprehensive CV to John Salmon at Management Appointments Limited, Finland House, 56 Haymarket, London SW1Y 4RN. Tel: 071-930 6314. Fax: 071-930 9539.

Management Appointments
Limited
LONDON - PARIS - MILAN - NEW YORK

IT TRAINING MANAGER

In a class of your own
Central London c.£40,000

Already established as one of the world's leading portfolio/fund management companies, our client enjoys an outstanding reputation and is renowned for its commitment to leading-edge Information Technology.

The business needs are underpinned by a creative and far-reaching IT strategy with applications developed for a global office network using the latest PC-based Open Systems technology. It is an impressive operation and highly challenging.

The company has now identified the need for a top-calibre Manager to be fully accountable for the group IT training function. The role will require you to make a major personal contribution in both the development of an IT training strategy, and its implementation internationally.

Ideally you will be a graduate with a sharp intellect and relevant past experience. You will need proven man-management skills and have an excellent track-record displaying a high energy level, good leadership qualities and organisational flair. A sound knowledge of networked PC environments is essential, with experience of Windows 3.0 and the use of Multimedia preferred. A knowledge of financial sector markets would be advantageous.

This is far more than just a job to be filled. It represents a clear opportunity to help shape the continued success of a substantial international business. If you believe you have the charisma and professional credibility to meet this challenge, then please contact Juan Roca-Mas on 061-554 6637 evenings and weekends. Alternatively send or fax your CV to him at JRMT Management Services Limited, 87 London Fruit Exchange, Brushfield Street, London E1 6EP. Telephone: 071-377 1339. Fax: 071-377 5912.

JRMT

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

ANALYST PROGRAMMERS □ SYSTEMS ANALYSTS

BUSINESS ANALYSTS □ TEAM LEADERS

DISCOVER
A BETTER
QUALITY
OF LIFEOPEN
DAYS

£20K to £35K + Excellent Benefits

Bristol

The Life Assurance industry is bracing itself for the entry of a major new player. NatWest Bank is building its own Life Assurance company in a joint venture with the Clerical Medical Investment Group.

It represents £140 million worth of investment, and the culmination of thorough research, meticulous planning and careful timing.

Based in an outstanding new complex in the heart of Bristol's historic waterfront, NatWest Life will almost certainly move into the Top Ten Life Assurance providers from the moment it starts underwriting business early next year.

Information Technology will be our lifeblood. Drawing on NatWest's massive IT power and Clerical Medical's systems expertise, our Management Services Division must develop and deliver innovative applications in time for the launch.

These are being built around a UNISYS/LINC core combined with IBM mainframe and distributed intelligent workstations.

The time-frame is short. The responsibility is great. The variety is exceptional. The challenges in terms of analysis, systems development and implementation are going to be met by highly talented teams of committed professionals. The teams which we're starting to put in place now.

We're holding OPEN DAYS in Bristol and London to give you the chance to take in the full story, talk to the people involved and tell us something about yourself in an informal interview.

If your background and skills fall into one or more of the following categories, make a date in your diary.

- Technical skills in a UNISYS/LINC development or support environment.
- Business/Systems analysis experience in Life Assurance or other large financial services organisations.
- PC Development, particularly office automation, document image processing and windows.
- O&M/work measurement in a Life Assurance environment.

The training and the scope for flexible career development will be exceptional. So too will be the rewards, with the packages on offer including generous salaries, performance related bonus, profit share, mortgage subsidy, non-contributory pension and relocation assistance where appropriate. However, the most compelling attraction of all must be the chance to provide and enjoy a better quality of life.

If you're interested but unable to make it to one of the OPEN DAYS, phone our consultant Louise Smith on 071-253 7172 during office hours or on 0836 219419 evenings and weekends. Alternatively send your cv, quoting ref 493, to her at JM Management Services Limited, Chandos House, 12-14 Berry Street, London EC1V 0AQ. Fax: 071-253 0420. If you have already applied to the recent JMMS Life Assurance advertisement, you will automatically be considered.

NatWest Life is an equal opportunities employer.

JM MANAGEMENT SERVICES

NatWest Life

Exceptional young
financial manager

Dynamic international business
£80,000-£80,000 + comprehensive benefits package

EFFEMEX - a profitable and expanding Mars company - specialises in the international marketing of the sister companies' well-known confectionary, petfood and other consumer brands to over 100 countries worldwide.

We are now looking for an outstanding young financial professional to take on the effective running of the business's financial control function, which involves a complex mix of currencies, languages and markets.

As well as providing management information, accounting and financial services for the business, this challenging role will be responsible for compiling operating and strategic plans, and monitoring their performance against target. Securing the commitment of the senior management team, franchisee and market managers to ambitious business plans will be an important priority in helping the company to achieve its longer-term business goals.

This strongly proactive role calls for a rare combination of intellectual horsepower, technical expertise and personal drive. You will therefore need an impressive academic record, a professional accounting

qualification and between three and seven years' post-qualification experience. You will ideally have trained with one of the leading international accountancy practices before moving to establish an impressive record of achievement in a blue-chip commercial environment. Any additional language skills would be a distinct advantage.

As well as excellent opportunities to gain multifunctional career development within Effemex, the post offers a range of development options within other international Mars units. The salary - which underlines the quality of candidate sought - is backed by a full package of non-contributory benefits.

Please send your detailed cv to the consultant advising on this appointment: Marina Shepherd, PERSONA, 28 Chiswick High Road, London W4 1TF.

EFFEMEX

An International Division
of the Mars group.

EXPORT DISTRIBUTOR MANAGER

OTE £30,000 + Car

M4 Corridor

Almex International holds a leading position in the provision of automated payment systems. The Company has undertaken a radical programme of change in both its structure and orientation, with the objective of improving efficiency and customer focus.

A new corporate headquarters has been set up with responsibility for all group development, production, finance and marketing. The Vice President of Marketing and his team coordinate marketing and sales worldwide, operating through five sales companies and independent distributors.

ALMEX INTERNATIONAL

An Export Distributor Manager is required to manage and further develop international distributor sales for the Parking sector.

Applicants must have experience of selling electronic and/or industrial products.

A proven distributor manager, preferably in the international arena.

Previous experience within the Parking industry desirable but not essential.

If you are interested in this challenging role with a growing company, then please send your CV and salary details to Mr Nino Graham quoting reference AJ/NBS at Almex International, Love Lane, Chichester, Gloucestershire, GL7 1YG.

Regional
General Manager

If you can imagine you are a customer
you already think like us.

Manchester

We have very high standards. That's why we're number one in our market sector, with every intention of staying there.

A multi-million pound turnover business, we're a substantial part of the outstandingly successful Whitbread plc, contributing to their continuing growth and profits.

This success has been achieved by people who have consistently proved themselves to be exceptional, no matter what the challenge.

As we look to the future, we have a clear vision. A goal to achieve above all others. We will set the industry standard where it counts the most. With that most vital part of our business. Our customers. To that end we are applying ourselves to the task of ensuring that the service and quality those customers receive is without equal.

If you share our vision, and have exceptional qualities of your own, you could soon assume a position of key importance to our overall strategy.

Responsibility for over 50 Beefeater Restaurants and Pubs, you will be leading your own team of Regional Development Managers. Your duties will be diverse. You will be just as much at home inspiring

£40K + Bonus + Car + Superb benefits

and leading your team as evaluating a potential Beefeater site. Just as capable of planning and implementing business strategy as you are maximising every revenue opportunity.

Most probably in your mid-30s, you will have been educated to degree standard and already earn a good salary, as a result of having spent around 10 years in a multi-unit retail business. Preferably with a background in a food service industry you have already proved you are successful.

Now all you need is the right culture in which to prove you are exceptional.

We can provide the variety, responsibility and challenges, while you make your own unique contribution to our future direction. You can be assured that, if you succeed, your future and the rewards will be as exceptional as you are.

To apply, please telephone our consultants Moxon Dolphin Kerby Ltd between 11am and 4pm on Sunday 9th February, or weekdays during office hours, on 071-323 5575. Alternatively, please send your CV to Moxon Dolphin Kerby Ltd, 178-202 Great Portland Street, London W1N 6JJ, quoting reference 4351.

Beefeater
Restaurant & Pub

The Department of Trade and Industry (DTI) works closely with the Science and Engineering Research Council (SERC) within the Joint Framework for Information Technology (JFIT). A key aim is to encourage collaboration between academic researchers and the commercial marketplace and thus to make more of the UK's technological potential in this important field.

DTI is now looking for a leading IT technologist to head its Devices and Control Branch. This branch covers research in applications of device and control across the full range of information technology. Programmes span high temperature superconductivity through compound semiconductors to advanced control; LINK programmes including optoelectronics and advanced semiconductor materials; and UK participation in various EUREKA projects. As Head of this Branch the successful candidate will be working in DTI providing advice to both DTI and SERC.

This three-year contract presents you with the challenge of encouraging UK exploitation of intellectual and scientific resources in this country, Europe and worldwide. From this unique vantage point within Government, you will work closely with senior academics, industrialists and administrators to select

dti
the department for EnterpriseENCOURAGING
INNOVATION IN
INFORMATION
TECHNOLOGY

Director
(IT Devices & Materials)

Central London
£38,000 - £50,000



The Civil Service is an equal
opportunity employer.

and draft a complex programme of collaborative IT research and technology projects involving some £50 million of grant support.

This post requires substantial research experience. We would therefore expect the successful candidate to have been a senior manager with a large high tech company. Probably a professionally qualified engineer or physicist, you will combine an in-depth knowledge of the management of research and/or product development with an awareness of the current IT research scene and the commercial possibilities of leading edge technology.

A salary of between £38,000 to £50,000 will reflect the qualifications and experience of the successful candidate.

The appointment will initially be for 3 years with the possibility of extension or conversion to a permanent appointment.

For further information and an application form (to be returned by 6 March 1992) write to Recruitment & Assessment Services, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 or fax (0256) 466600 (24 hours).

Please quote ref: B/92/1496.

Production Manager

c.£38,000 + Company Car + Benefits

North Wales/Cheshire

Our client is part of a major US corporation and a world leader in its field, with 60 plants internationally and annual sales of over \$3bn. The UK plant is a continuous process operation, employing over 450 people, making primary products for a wide range of industrial applications.

The Production Manager is a key member of the senior management team, reporting directly to the Plant General Manager, and responsible for all day to day production at the plant.

Candidates must have a science based degree and are likely to be around the mid 30's to early 40's. At least ten years' production management experience is required, including five years at a senior level in a technically driven, continuous process operation committed to TQM principles. The job needs a flexible and fast moving approach to meet rapidly changing production priorities and the Production Manager must be a mature, rounded individual with a breadth of industrial and commercial experience. He/she will be an innovative, hands-on, high energy, self-starter with a track record of leading and motivating people and achieving results. Experience of managing to tight cost, quality and performance standards is needed.

The successful candidate will have potential for promotion to at least a Plant General Manager level within the parent company. Fluency in another European language would be an advantage.

HAMILTON
ASSOCIATES
SEARCH & SELECTION

To apply, please write or fax your CV to Bob Hamilton, Hamilton Associates, 72 King Street, Southport PR8 1LG. Fax No. (0704) 501266.

071-481 4481

EXECUTIVE OPPORTUNITIES

071-782 7826

European Sales Opportunities

Broadband & Cable Television Communications Products

As a division of an American company with Sales in excess of \$500 million, my client, a world leader in Cable and Satellite communications technology is seeking to maximise the significant opportunities that Europe presents, through the appointment of two results orientated Sales Professionals.

SALES MANAGER

Degree calibre candidates, able to demonstrate outstanding Sales Management success gained in a technical environment, should possess the entrepreneurial flair and leadership skills required to formulate and implement Sales and Marketing strategies designed to meet the company's ambitious European targets. Ref: JM/85

SALES EXECUTIVE

Candidates should have a proven record of Sales success in a technical environment gained through account management with a blue chip company. Determination to succeed in a highly competitive environment should be supported by appropriate academic qualifications. Ref: JM/86

Excellent presentational and language skills are a pre-requisite for both appointments, as is a sensitivity to the European business culture. An excellent salary and performance related income package, car and usual benefits reflect the significance of each strategic appointment. To apply for these outstanding opportunities please contact JEFF MILLINGTON quoting the appropriate reference number on 061-980-1389 (office) or 0925-263420 (evening/weekends), alternatively send career details to BTA Cable Comms Recruitment, Hollins House, Hale Road, Hale Barns, Altrincham, Cheshire WA15 8SN.



DELIVERING RESULTS IN A CULTURE OF CHANGE

Pioneering Management Roles in Social Services

Greenwich is radically restructuring its Social Services Department in order to sharpen the focus and effectiveness of service delivery to those most at risk in the community.

Through a strategy which establishes clear responsibilities and accountabilities for each area of operation, we seek to improve financial control, flexibility of resource allocation, quality and standards, allowing decisions to be made closer to the front-line.

Central to the success of this strategy is a

number of key posts which will be responsible for implementing and strengthening professional support services within the Department and integrating equality issues into those services.

You will be expected to add value to our services within existing budgets - a challenge which calls for high-calibre management skills and a resourceful, responsive approach. Outstanding leadership ability is essential, as you will be translating strategy into practical systems and procedures.

Head of Financial Services

to £29,820

You will hold a professional accountancy qualification and have experience of operating in a cost centre environment where budgets are devolved. Your background in large-scale operations will mean that you are responsive to change and have strong management skills.

Head of Management Support

to £25,521

Educated to degree level, you will have a minimum of 3 years' management experience gained in a local authority or similar large-scale environment. Your background will include public relations/consultation work and high-level administration.

Divisional Business Managers

to £25,521

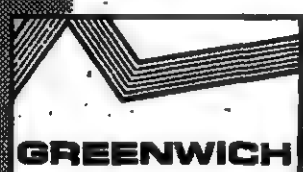
As a manager with at least three years' experience working with a multi-disciplinary team, you will have experience of budget management and financial and operational planning which will enable you to manage the business side of a very busy operational service, covering all Childrens or all Adults Services.

For application forms and an information pack, please call 081-854 8888 during office hours and ask for Diane Mannion on Ext. 3107 or Kelly West on Ext. 3108. For an answering service outside office hours call 081-854 3138. Alternatively, write for details to Directorate of Social Services, London Borough of Greenwich, Personnel Section, Nelson House, 50 Wellington Street, London, SE18 6PY.

Closing date: 28th February 1992.

Greenwich Council operates an equal opportunities policy and welcomes applications from women and men aged 16-65 from all cultures, black and ethnic minority groups, lesbians and gay men and disabled people.

Unless otherwise stated, all jobs are open to jobshare. You are welcome to apply for job sharing, either with or without a partner.



People and Services First



COMPENSATION AND BENEFITS MANAGER

Northwest Europe

At Coca-Cola, the Single European Market is already a reality; bringing a human resource challenge that has been too exciting to ignore. We are working hard to create an innovative environment, encouraging people to make the utmost contribution and enjoy the corresponding rewards. It's a strategy that has produced impressive results: and an approach which now requires an astute professional to help us develop and manage further HR programmes across Europe.

Working in the Northwest Europe Division, you will provide a service to Great Britain and Ireland, Denmark, Netherlands, Belgium and Greece - on projects that include implementing a computerised world-wide job evaluation system, and country-by-country benefits reviews. Reporting to the HR Director, this role also offers responsibility for expatriate programmes, reward management, and providing compensation and benefits advice to our Belgian bottling business.

In addition, you will take part in the development of a Europe



wide Compensation and Benefits network with colleagues from other countries. All in all, it's a position promising job satisfaction, career development and rewards for an ambitious personnel professional.

As a graduate with at least five years' HR experience (the most recent of which will have been spent in Compensation and Benefits), you will already have proven strategic and operational strengths, with excellent presentation and communication skills - and the personal credibility to drive through ideas and achieve results. Experience of a similar type role, perhaps in a US multinational, would be an advantage, while a second language (preferably German or French), would be desirable.

In return we offer an excellent package - plus outstanding prospects as an international manager with one of the world's most successful companies.

Please send your CV to John Waller, Director of Human Resources, Coca-Cola Northwest Europe, Penberion House, Wrights Lane, London W8 5SN. Telephone 071 938 2131.

Coca-Cola Northwest Europe

Two years out of university, is your career ready to lift off?

Management through sales

£20,750

+ car + benefits

The impact you've made on your business since graduating two to four years ago will have convinced you that you're now capable of achieving bigger things: not just greater material rewards - though we never underestimate their importance - but more especially the kind of opportunities for accelerated career progression that will really give you the chance to prove your worth. If so, you should be talking to Pedigree Petfoods.

As one of Europe's most successful companies, we are continually on the lookout for the business managers of tomorrow - the high-achieving women and men whose personal targets are every bit as ambitious as our own. You will join us initially as a Territory Manager, using the full range of your intellectual and influencing skills to maximise the performance and penetration of our market-leading grocery brands throughout your assigned area. Your success will open the way to a range of management development opportunities - not just within sales, but spanning other business disciplines, companies and countries within the international Mars organisation. Naturally, we will provide all the support you

need to help you attain your career goals.

What we're looking for *above all* is real evidence of how your *personal* achievements have resulted in business benefits for your present blue-chip employer - in whatever sector of commerce or industry. If you can back this with a proven ability to challenge the status quo, solve business problems and sell your ideas to others, we'll like to hear from you.

The salary quoted above is backed by company car and a comprehensive package of non-contributory benefits. You should be prepared to take up your initial appointment anywhere within the mainland UK; if this necessitates a move, we will provide relocation assistance.

If you are confident after reading this ad carefully that you meet our demanding specifications in full, take the first step towards a new level of career fulfilment: telephone 0664 415504 between 9am and 5pm, Monday to Friday to obtain your factsheet and application form. (Completed forms must be returned by 28th February 1992).

Pedigree Petfoods



Parkinson's Disease Society



Chief Executive

Circa £40,000 + Benefits

Central London

Parkinson's Disease affects over 120,000 people in the UK. Since it was founded in 1969, the Parkinson's Disease Society, which enjoys Royal Patronage, has devoted itself vigorously to welfare, research and education in respect of the disease. The society, which has its head office in London and over 180 branches throughout the UK, makes substantial grants in respect of welfare and research each year.

An able Chief Executive is required to take the Society forward, coordinate its expanding activities and build on the substantial achievements to date.

Reporting to the Council of Management, the Chief Executive will manage all aspects of the day-to-day running of the Society, with specific responsibility for fundraising, finance, information and administration. Key objectives will be enhancing the profile of the

Society to enable substantial funds to be raised; and ensuring synergy between head office, the branch network and members to enable the Society as a whole to function effectively.

Probably aged 45-55, candidates must be experienced, successful general managers with vision and natural leadership ability. Commercial acumen and numeracy, together with first-rate interpersonal and communication skills, are essential attributes, together with the self-confidence and stature to be credible at all levels, both within and outside the Society. Commitment to the Society's aims and a caring yet pragmatic approach will be necessary for success in this challenging role.

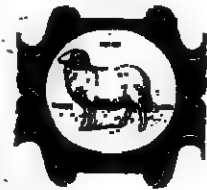
Interested applicants should write, enclosing a detailed CV, to Roger Howell at the address below, quoting reference number 0671.

ST. JAMES ASSOCIATES

MANAGEMENT SELECTION

32 OLD BURLINGTON STREET, LONDON W1X 1LB FAX: 071-287 2821. TELEPHONE: 071-287 2820. A GKR Group Company

YOUNG & CO'S BREWERY PLC



ASSISTANT COMPANY SECRETARY

S.W. London TO £27,500 + Bonns + Car

Young's is a leading independent Brewer based in Wandsworth, SW18, with some 180 pubs, wine bars/restaurants and hotels mainly in the London area. It is long established, successful and committed to expansion. Internal reorganisation has created an opportunity for a versatile, experienced administration professional, a qualified ACIS aged 26-36, ideally with experience of the brewing industry. Reporting to the Company Secretary (a main Board Director) you will assist him in a wide range of matters including: dealing with the Stock Exchange, share registration, general insurance, property management, pensions administration, personnel management, preparation of budgets, dealing with office services, organising AGM's and staff functions. An up-to-date knowledge of Company Law, Yellow Book requirements and employment law is necessary, as is computer literacy. Applicants should contact the Company's retained adviser, Arthur Flint at the address below.

BEAUMONT MANAGEMENT SERVICES

Beaumont Management Services Ltd
Beaumont House
Staines Road
STAINES, Middx TW18 4LA
Telephone: (0784) 462131 (8 lines)
Facsimile: (0784) 464643



071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

Woolworths has worked hard to establish a strong market position across all product ranges. An effective distribution network has played an integral part in our development. Merchandise flow is maintained by a sophisticated dual-site distribution operation and we are now in the process of further strengthening our supply chain management.

Your brief - to impact directly on the direction and profitability of our business by:

- devising and implementing a cost-effective distribution logistics plan in line with our commercial objectives
- proposing and developing short and long term operational improvement and forecasts to facilitate resource planning
- ensuring that streamlined operating standards are set, maintained and measured
- developing strategic packaging initiatives
- ensuring continuing accreditation (BS6760) and facilitating the move to TQM.

Educated to degree level and ILDM qualified, you will have spent several years at management level in the logistics field. A strategic thinker whose business acumen is overlaid by a truly visionary approach, you will also possess the personal stature and professional credibility to motivate your team and drive your recommendations through.

Prospects within the organisation are exceptional and remuneration will reflect the significance we attach to this role.

Please send a detailed CV including details of current salary to: Jon Goodchild, Distribution Personnel Manager, Woolworths plc, Faraday Road, Dorcan Industrial Estate, Swindon, Wiltshire SN8 6HD.

WOOLWORTHS

Single Market Procurement Analyst

c. £34,000

New EC legislation will impact each area of our business from now on, and it is essential that our strategic and operational direction is not only in line with, but sets standards for, the rest of Europe.

Advanced systems, procedures and training coupled with a new management structure underpin an ambitious, demanding Company Plan - designed to drive the radical changes needed to create a modern metro system. In this environment of change, we seek an expert on UK and EC legislation to take on a crucial role.

Working directly with our Head of Procurement, your brief will be to:

- Interpret and communicate complex legislation and its implications for the procurement function
- ensure we take advantage of single market opportunities and gain maximum benefit from international procurement
- provide information to ensure compliance with the administration and procedural requirements of the EC Procurement Directives.

The dimensions and importance of this new role can only increase, and you should therefore be capable of extending your brief. Of graduate calibre, you should be aware of the principles and practice of international procurement, and adept at designing purchasing systems and drafting supporting procedures. It is also essential that you are a persuasive and diplomatic communicator.

In addition to a competitive salary, benefits include generous travel concessions.

This appointment is initially on a two year contract basis, with every possibility of renewal.

We invite you to demonstrate your grasp of the 1992 issues and their impact on the procurement function by submitting your proposed workplan, together with your cv and daytime telephone number, to Peter Bulman, Management Recruitment, London Underground Limited, Broadway Buildings, 55 Broadway, London SW1H 0BD. Please quote reference UMY/987.

Working Towards Equality

Sales Director

WEST LONDON

Circa £45K + Car + Bonus

Our client is the market leader in providing specialised and sophisticated insurance services to the Automotive and Electrical Retail sectors. They are a highly profitable, sales led organisation with an enviable portfolio of "Blue Chip" clients, with a client base of several million and an unsurpassed reputation for the quality of their services. Their ambitious plans for growth in both the UK and in Europe are firmly established and include the appointment of a Sales Director to drive the business forward.

In this classic Sales Director role you will lead a team of head office based account executives and high calibre field based business managers, with the benefit of the best technology and the support of committed and dedicated colleagues. The responsibility for client liaison and presentation, budget forecasts and the recognition/development of new markets is totally yours.

Probably a graduate you will have gained your experience in a high profile sales role within a major organisation, ideally in the Automotive, IT, or the Finance world.

As a true professional your enthusiasm, energy and determination to succeed will be well rewarded by this dynamic group offering unlimited career opportunity. In order to convey the personal stature and business acumen you are unlikely to be currently earning less than £40K.

All interviews will be held with the client but in the first instance please telephone Victoria Phillips or Ron Watson quoting ref no. 146 on

071-383 2553

PPS

Professional Pre-Selection

EUSTON HOUSE, 81/103 EUSTON STREET, LONDON, NW1 2ET. FAX NO. 071-383 2301

SENIOR
MARKET
STRATEGIST

GOVERNMENT
SECTOR

WE INSPECT
YOUR CREDENTIALS.

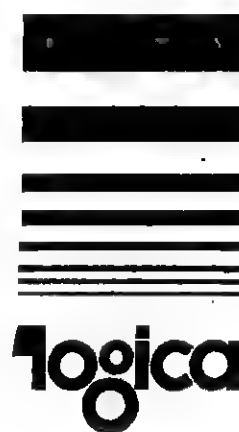
RESPECT YOUR
INDEPENDENCE.

AND
EXPECT RESULTS.

At Logica, we are investing in the growth of our government-related business. And we are looking for an individual with initiative and enthusiasm to join our successful marketing team.

Logica is a leading independent software, systems integration and consultancy company with interests worldwide and a turnover approaching £200m. Our defence & civil government division is the company's largest U.K. subsidiary.

You may also be aware of our corporate culture - the perception to approach major systems requirements from a new perspective; the flexibility to offer our clients totally integrated, totally unique solutions, not adaptations of a standard product. It is this style which helps us bring central government and local authorities the maximum benefit from their investments in IT.



To further develop that business, we need an accomplished marketer with broad experience of the civil government sector and knowledge of CCTA procurement to build strategic relationships at senior levels within government departments.

Unlike to be aged under 35, you must combine a detailed knowledge of the civil government funding with personal credibility and strong communication skills. You will be based at Cobham in Surrey, but spend much of your time in Central London.

In addition to an attractive salary you will enjoy a generous package of benefits, including private health care provision; plus a company car.

If you believe you have the experience we are seeking, send your cv to Margaret Little, Logica Defence & Civil Government Limited, 66 Newman Street, London W1A 4SE. Please quote reference LG/3.

B A R C L A Y S L I F E

IF YOU UNDERSTAND
WHAT MAKES IT TICK,
BARCLAYS LIFE WOULD
LIKE TO MEET YOU.



At Barclays Life we've discovered that the key-qualification for becoming a success in selling is the ability to understand people, to know what makes them tick.

Do you have this talent? And does a career with Barclays interest you?

Rest assured, there'll be comprehensive training to familiarise you with the fundamentals of selling, interview techniques and communication skills. We'll teach you all about pensions, life assurance, investments, unit trusts and the wide range of products that make up Barclays Life.

On joining, you will have access to a large customer base and the backing of the Barclays name, but you will also be fully prepared to develop your own contacts independently.

Further support will come from our Marketing Department which constantly runs advertising campaigns to promote the Barclays range of products. So, if you think you've got it up top, can drive and have the use of a car, call us on 0800 583 388 and quote reference number TUB132.

We'll then arrange for you to find out more at one of our seminars.

Barclays Life is an equal opportunities employer. All Barclays employees, other than in our central and some Colonial Offices.

BARCLAYS
YOU'RE BETTER OFF WORKING
AT BARCLAYS LIFE

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

SALES DIRECTOR

Property Developer

London

This specialist company, which is one of Britain's top housing developers, is enjoying remarkable success. Through highly innovative projects, often pioneering concepts, it is providing appealing and affordable housing at the same time rejuvenating inner city areas. Product design, build quality, environmental improvement, demand, market penetration, business projection, profit and volume growth clearly identify this company as a market leader.

In a difficult market the company is expanding. As the company grows there is a need to strengthen marketing and sales on the sites which will be the prime responsibility of the Housing Board Sales Director. Reporting to a Director of the plc Board and providing positive direction in corporate strategy, the right candidate will need experience

c £45,000 £3 Bonus
of the private housebuilding business at senior level, a clear understanding of the market for starter homes and a proven record of profit generation.

The role is demanding, with primary focus on unit sales exceeding 1000 homes per year. The motivation of the sales team is critical but the rewards of an excellent remuneration, usual company benefits and a long term career will fully compensate for the effort. Interested candidates should submit a comprehensive career resume quoting Reference 33071/ST.

The confidentiality of all approaches is strictly guaranteed.

Varley-Walker Consulting Limited,
8 Bloomsbury Square,
London WC1A 2LP
Tel: 071 831 2092 Fax: 071 831 1467

Varley-Walker

Human Resource Consultants

LONDON · BIRMINGHAM · NEWCASTLE · MANCHESTER · GENEVA

SALES & MARKETING DIRECTOR

Air Conditioning

North East

To £40,000 £3 Car

This is an exceptional opportunity to join a UK market leading subsidiary of a highly acknowledged US corporation which designs, manufactures and sells one of the most comprehensive ranges of environmental air quality control systems in the world. As Divisional Sales & Marketing Director you will provide the necessary drive, focus and direction to maximise the undoubted profit potential generated from a European programme of strategic acquisition of new but complementary businesses. Reporting to the Managing Director, you will be fully accountable for the effective execution of all sales, marketing and product integration and development of the company's air handling, refrigeration and chilling products, systems and services. With the entire European market to service the opportunities for growth are vast.

Aged over 35 and educated to degree level in

either an engineering or marketing discipline, you must have extensive experience gained in a commercially orientated sales and marketing role with a recognised leader in the field of chilling and refrigeration. A high degree of commercial acumen and ability to lead and motivate others will accompany your first class communication skills, tenacity and strength of character to deliver results. Prospects in this leading group which plans to double its already impressive turnover in the next five years, are excellent. Interested candidates should submit a comprehensive career resume quoting Reference 11198/ST. The confidentiality of all approaches is strictly guaranteed.

Varley-Walker & Partners,
182 Portland Road,
Newcastle upon Tyne NE2 1DJ
Tel: 091 221 0101 Fax: 091 221 0842

Varley-Walker

Human Resource Consultants

LONDON · BIRMINGHAM · NEWCASTLE · MANCHESTER · GENEVA

Develop your potential

Technical Manager

Edinburgh - Attractive salary + car

With many famous quality brands including Edinburgh Shortbread and Viscous, Burton's Biscuits is one of the country's leading biscuit manufacturers, whose substantial investment in plant and equipment has put them at the very forefront of technology.

For an experienced professional who can demonstrate career development potential, this is an excellent opportunity to join an organisation with a strong commitment to excellence, which is reflected in its products, its technical innovation and its people.

You will be responsible for the effective management and control of the company's quality assurance, laboratory and hygiene services, ensuring that the highest standards of efficiency, quality and cost-effectiveness are maintained. You will also play an important role in the achievement of the company's Total Quality Management objectives.

Ideally aged 30-45, with a scientific or food technology degree, you should be able to demonstrate at least 3 years' relevant experience preferably gained within the food industry. A confident communicator, you should be highly organised and numerate, with the ability to motivate and achieve results through effective man-management.

The salary range will reflect the importance of this post and is accompanied by benefits which include a company car and relocation assistance where appropriate. There is also real scope for personal growth and career progression.

To apply, please send full career details to the Personnel Manager, Burton's Biscuits, Quality House, Slighthill, Edinburgh EH11 4HN.



Gestetner

Marketing & Customer Service Director

Substantial executive package

East Midlands

Resource & Development Ltd.

MAN · SELECT · APPROVAL · TRAINING

Gestetner is one of the world leaders in the sale and distribution of office communications equipment with an enviable record for product excellence on a global scale. Gestetner's spirit of innovation has persisted for over a century keeping the company at the forefront of technology and the communications industry.

Critical to the future commercial development of the company is the appointment of a Marketing and Customer Service Director who will formulate the strategies necessary to lead the company through the technological and customer-service challenges facing the UK business equipment market throughout the 90s and into the next century.

The individual appointed will be responsible for marketing activities directed at identifying fresh market opportunities and the creation and management of a customer care programme which reflects the organisation's commitment to achieving total quality customer satisfaction levels.

Applications are invited from men and women, aged 35-45, ideally of graduate level education with an additional marketing qualification, who have proven expertise in both a "hands-on" Product Manager role and as a senior marketing strategist.

It is essential that applicants possess excellent man-management skills, together with an appreciation of field, customer service operations gained whilst working for a medium/high tech business equipment manufacturer or distributor.

A commensurate salary to £45,000 pa is envisaged plus a performance-related bonus. The benefits package will include a fully-sponsored executive motor car, pension scheme and private medical insurance. Where appropriate a comprehensive relocation package is available.

In the first instance applicants should send a comprehensive CV, including details of salary progression, to Brian Hodges at Resource House, 8A High Street, Epsom, Surrey KT19 8AD. Alternatively, telephone Epsom (0372) 744371 to request an application form.

National Sales Manager (FMCG)

To £42,000 tax free SAUDI ARABIA

Renowned for its famous brand names, this highly successful multi-national has set up a new joint venture company in Saudi Arabia. With its well known Saudi Arabian partner, it will manufacture and market a wide range of products for consumer and service and industrial users. Most of these products are made from natural and synthetic fibres using advanced technologies.

This is a unique opportunity to get in at ground level and build up the national sales force and set up new systems. Through three Regional Sales Managers and the sales team, the National Sales Manager will ensure the achievement of national sales targets. You will select, train and manage an effective sales team to meet objectives for each consumer product line. Other responsibilities will be to manage the implementation of key account strategy, taking advantage of the developing chains to gain distribution for all product lines.

Middle East selling experience is essential as well as European or American sales force exposure coupled with FMCG selling experience gained in a blue chip company. Vital are leadership and training skills and the ability to develop the team. Self motivated, you will have the ability to grasp ideas quickly and to adapt them to market situations. Candidates will probably be graduates, aged 28-40.

The excellent remuneration package offers a tax free salary, car allowance, housing, air fares and an open ended contract. Induction training will be at the Company's headquarters in the USA.

Please reply, with full CV and current salary, quoting reference 1005, to James Walmsey, who is advising on this appointment at Ennismore Partnership Ltd, 8 Bolton Street, London W1Y 8AU.

Ennismore

INTERNATIONAL SEARCH & SELECTION

microgen

ACCOUNT MANAGER INFORMATION MANAGEMENT

OTE £33K

MICROGEN, one of the largest names in information management is justly proud of its achievements. Due to the continuing success of its invoice Management Service, an additional Account Manager for the South East is now being sought.

The importance of this post is reflected in the high potential earnings and comprehensive benefits package offered. Applicants should possess an excellent track record, preferably in the IT or publishing industry, together with a proven ability to sell at board level. Familiarity with accounting practices would be an advantage.

MICROGEN will provide full product training and technical support.

Send your CV to: The IMS Sales Manager, Microgen UK Limited, Microgen House, City Park, Watlington, Welwyn Garden City, Hertfordshire, AL7 1LT.

Closing date 20th February 1992

COMMERCIAL DIRECTOR PRINTING

We are a successful general printing and plastic card manufacturer, looking for a Director to fulfil a key role in our expansion plans. Responsibilities will include purchasing, production planning, scheduling, personnel and legal affairs and after an induction period overall responsibility for the financial function. In addition the director will be expected to contribute to the development of the group's commercial strategy.

Candidates must have relevant experience at a senior level within the printing industry, coupled with a business or technical qualification.

As part of a growing publicly quoted company we can offer an attractive remuneration package which should prove of interest to an ambitious professional.

Applications please to:

Max Scott, Managing Director
Hythe Offset

Graphic House, Telford Way, Severalls Park, Colchester, Essex CO4 4QP.

SENIOR CORPORATE PLANNER

At Lloyd's of London, the Planning Department is a well-established group of professionals carrying out strategic planning and business information activities. This team is extensively involved in current studies designed to strengthen Lloyd's pre-eminent position in the world insurance industry.

We now wish to recruit a numerate and perceptive individual with a good honours degree and five to ten years' corporate planning experience. A financial services background is not essential, as appropriate training will be given. Familiarity with personal computer systems would be an advantage.

The position carries a competitive salary, backed by generous benefits which include a mortgage subsidy, private and permanent health insurance, non-contributory pension, season ticket loan and subsidised staff restaurant.

To apply, please write with full CV, specifying latest salary, to Miss Sara Wiseman, Lloyd's of London, 1 Lime Street, London EC3M 7HA by Tuesday 25th February 1992.

LLOYD'S

LLOYD'S OF LONDON

KEY OPPORTUNITY - RUSSIA ENERGY M & A SECTOR

Project Development Manager

London

c. £55,000

A LEADING WORLD INVESTMENT BANK which has extensive interests in energy development in Russia and the rest of the CIS is now proceeding to appoint a SENIOR MANAGER who will play a key role in the bank's rapidly growing international M & A activities in the energy sector.

Candidates will preferably have an MBA and will be required to demonstrate a successful OIL INDUSTRY background and have at least three years' experience of project development in the upstream sector with particular emphasis on the financial and contractual aspects based on sound knowledge of petroleum geology.

To fill this challenging position you will require a high degree of self motivation and be able to show evidence of your understanding of good team work in a very active deal-making environment. You will have well developed multi-cultural adaptability and ideally be in your early to mid thirties.

Based in London, there will be a need for extensive travel to Moscow and to operational centres throughout Russia and transfer to Moscow longer term may be necessary in the near future. Knowledge of at least conversational Russian will be essential.

This appointment will carry a generous benefit package which includes medical insurance, mortgage subsidy and bi-annual performance bonuses.

To apply, write with a full CV and quoting UK 141591 to Richard Overell, Queen Hythe, Jacobs Well Road, Guildford Surrey GU4 7PA. You may FAX your application to 0493 98787.

BRIAN FORBES

SEARCH & SELECTION

EUROPEAN RECRUITMENT CONSULTANTS

Have you reached your Earn By date?

ALLIED DUNBAR

PERSONAL FINANCIAL GUIDANCE

You've always been ambitious. If your goals have yet to be achieved - if the environment you work in just doesn't give you the scope to excel - we can help you realise your true earning potential. If you're hard-working, well-educated and intelligent, it's not too late to embark on a new career.

Selling Financial Services with us there is no limit to your potential earnings - we've earned our reputation as one of the biggest names in the life assurance sector and our products will give you the edge in the marketplace.

Then there's our training. It has the reputation of being the best in the business, so you don't need experience, just the talent and confidence to take you as far as you want to go.

If you'd like the excitement of working with one of the UK's leading unit-linked life and pensions companies, call us.

Opportunities primarily exist in London and the South East. Please write with a brief CV to Emma Brown, Allied Dunbar Assurance plc, Clockhouse Court, 5 - 7 London Road, St Albans, Herts AL1 1LA, or call 0727 836511.

Allied Dunbar Assurance plc is an Equal Opportunities Group.

Consumer Publishing To £30,000 plus benefits

Central London

Strategic Planning Manager

IPC Magazines is the largest consumer magazine publishing company in the UK and a growing force internationally.

The company has expanded considerably over the last three years through acquisition, joint-venture and internal growth in a rapidly changing international environment. Due to internal promotion, a dynamic and self motivated executive is now required to help develop strategic thinking still further.

The position would suit an MBA or other suitably qualified graduate with proven analytic and communication skills - probably gained in a marketing or service based industry.

Applications in writing, together with a full cv, should be addressed to:

John Philbin, Finance Director, IPC Magazines Limited, King's Reach Tower, Stamford Street, London SE1 9LS.

We are an Equal Opportunities Employer.

ipmagazines

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

TAKING YOUR
PLACE IN
TOWER HAMLETSBETHNAL GREEN
ONE STOP SHOP
MANAGER (x5 POSTS)package up to £32,000 pa inclusive of London Weighting
(Fixed Term Contract)
Ref: OS/BG/S/OSM

Run your own mini District Parish Council

Tower Hamlets is again shaping the future of local government.

Bethnal Green Neighbourhood is looking for dynamic and experienced managers, committed to decentralisation. They will, in effect, run their own mini district or parish council.

Bethnal Green is committed to providing quality services to its residents. New objectives and structures have been defined to create the culture to achieve integrated responsive services closer to our customers.

In the new organisation the One Stop Shop Manager is the single most important position. The 9 One Stop Shops in the Neighbourhood build on the success of the existing housing estate offices. Physical expansion will allow the following services to be run as close to the customer as anyone can get:

- Comprehensive Housing Management
- Maintenance
- Housing Benefits
- Home Help
- Meals on Wheels
- Care in the Community
- Leisure and Youth Services
- Parking Control
- Contract Inspection
- Cleaning
- Horticulture
- School and Office Cleaning
- Catering
- Toilets Maintenance
- Street Markets
- Consumer Advice
- Park Attendants

Specialisms and support services (such as Environmental Health, Social Workers and Personnel) are organised in three local service teams or the Neighbourhood core.

If you feel you can meet the exciting and radical challenge of managing the integration of these services in our One Stop Shop we would welcome your application.

Job applicant packs are available from Human Resources, Bethnal Green Neighbourhood Centre, Bay 104, 1st Floor, 255-279 Cambridge Heath Road, London E2 or telephone 071 729 6224 (ansaphone).

Please quote job reference. Closing date: 28 February 1992.

Tower Hamlets

Tower Hamlets has transformed local Government by decentralising service delivery and accountability to seven Neighbourhoods.

What Tower Hamlets is achieving today others will attempt tomorrow.

The commitment, energy, drive and innovation of staff are essential to our success.

Tower Hamlets is committed to effective implementation of its Equal Opportunities Policy.

Applications are considered on the basis of their suitability for the post(s) regardless of sex, sexual orientation, religion, racial origin, marital status, disability or age.

All jobs are open to jobshare unless otherwise stated.

The Council's recruitment and retention package could mean a relocation package worth up to £5000, bridging loan facilities, free life insurance, subsidised mortgage and travel allowance.

BETHNAL GREEN
neighbourhood

INTERNATIONAL PRODUCT MARKETING

Strategic Marketing Manager

£40,000 + bonus + car

This key position will have worldwide responsibility for defining future releases of the DOS range of OS products, through the assessment of world application and OS technology trends. You will manage the creation of new product specifications, monitor the development cycle and provide product positioning and direction information to regional sales and marketing functions.

Ideally degree qualified, you will possess at least five years' experience of product marketing gained within a PC networking, applications and/or operating systems environment. Excellent interpersonal skills are essential, coupled with a strong understanding of the PC OS marketplace. Ref: 2912.

Technical Marketing Consultants

£25,000 + bonus + car

This high profile team provides the technical interface for all aspects of the OS product life cycle. You will be involved in defining new product specifications, monitoring the development projects and supporting product release. This will also include the assessment of third party products, technical training and external partner management.

Ideally degree qualified, you will possess at least five years' microcomputer industry experience gained in a software engineering or technical support environment. Programming experience in either C or assembler is desirable, but most important is a wide understanding of PC OS environments and strong interpersonal skills. Ref: 2913.

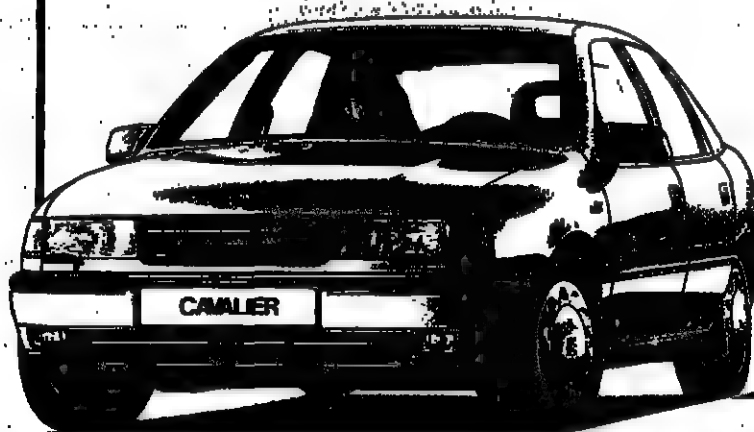
Berkshire

Digital Research Systems Group, part of the multi-million dollar Novell Corporation, is a world leading developer of advanced PC based single and multi-user DOS operating systems. The dramatic success of the recently launched DR DOS 6.0, coupled with significant technical and financial investment, has resulted in a programme of substantial growth within the Worldwide HQ for Operating System (OS) Development and Marketing.

If you are interested in joining one of the world's most successful corporations, please contact our advising consultants on 0923 855515. Alternatively write to Goodman Graham & Associates, 8 Beaumont Gate, Shenley Hill, Radlett, Herts, WD7 7AR, or fax on 0923 854791 enclosing a full CV and quoting the appropriate reference number.

NOVELL
Digital Research Systems GroupCAN YOU PIONEER A STRATEGY TO EXPLOIT
THE U.K. SHORT HAUL LEISURE MARKET?

"The Avis product is more than car rental. It is customer satisfaction, shaped by the organisation's strong values and beliefs in customer service, quality and commitment to our employees."



◆ This is an opportunity to join a new team, being formed to significantly develop the U.K. outbound leisure business into all parts of the world.

HEAD OF MARKETING & SALES
Short Haul Leisure

Supported by a Marketing Manager, you will champion a strategic thrust within the short haul market.

◆ After a detailed analysis, to establish a clear understanding of market needs, your mission will be to manage and grow the business, with full profit accountability.

◆ Together with your significant experience within a blue chip organisation in the outbound leisure industry, you will possess vision, energy and a "can do" attitude, complemented by strong analytical, interpersonal and teamwork skills.

◆ Avis rewards for this senior position not only comprise a competitive salary and benefits package, including quality company car, but the opportunity to work in an environment characterised by success, clear vision, continuous development of people and enjoyment.

Please apply in writing, including a C.V. and remuneration details, to: Catherine Bird, U.K. Personnel Manager, AVIS Rent a Car Ltd., Trident House, Station Road, HAYES, Middx UB8 4DJ.

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Peterborough

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The person we are seeking will need more than a high level of competence in strategic planning principles. To enable rapid change consistent with our challenging objectives, we need a pro-active manager and facilitator who will educate and guide management in implementing business change within our defined strategic framework.

The job offers a wide scope, encompassing management of the annual business planning, monitoring and review processes, identification and resolution of strategic issues and the improvement of strategic competency throughout the entire organisation. The right candidate must have the energy and skills that are necessary to understand, communicate with and influence senior executives across a wide variety of functions.

Probably an MBA in your mid/late 30's, a minimum of 10 years relevant business experience is essential - ideally in a financial services environment. We offer a unique opportunity to make a real contribution to the growth and successful realignment of a major organisation, with a salary and attractive benefits package to reflect the importance of this role. We have an excellent working environment with superb amenities and services.

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The Authority is based on a University city and serves a mixed population of Urban, London dormitory and Agricultural communities. Candidates must be able to show senior management experience, and a track record of creating, selling and implementing changes in mission, strategy and objectives. They should have experience of working in a well structured service organisation in either the Public or Private sector.

Please apply for an information pack from Dr Ian Bowers, Director of Personnel & Public Interest, South West Surrey Health Authority, Farnham Road Hospital, Guildford GU2 5LX. Tel 0483 61612 ext 3226.

For an informal discussion please contact the Chairman, Sir Nicholas Hunt, Tel 0483 61612 ext 5200.

Applications should be completed and returned before February 26th. The selection procedure will take place through March 29th and 30th.

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NEWS INTERNATIONAL EXHIBITIONS

News International Exhibitions is a company newly created to release the enormous exhibition, conference and event potential of The Times and other titles in the News International media portfolio.

Since its inception last July, two new exhibitions have been launched and a number of major new projects are now in the pipeline, such that there will be a progressive staff requirement in a variety of positions and in a wide range of business and consumer markets over the coming six months.

Exhibition Sales Manager c £20,000 + bonus

As Exhibition Sales Manager you'll be responsible for spearheading the first of our national-scale public events launches. Your key personal attributes will be total tenacity and creativity tempered by sound commercial judgement.

You must be able to demonstrate exceptional sales skills and achievement - a background in media or exhibition sales is preferred, but by no means essential.

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This is an extremely varied and extremely pressured role to control all the administrative aspects of our financial, sales and marketing activities.

You must have excellent secretarial skills c. 75wpm typing, and a thorough knowledge of DBase II and Wordperfect, all of which will be tested as part of the selection process.

Our ambition is to be a major force in the UK exhibitions market. The prospects and rewards for those who build this company from the beginning will be excellent. Please apply to me in writing with CV and tell me exactly why you want to join, and what you offer.

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Managing Director
News International Exhibitions
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London E1 9XY

(No Agencies)

Fast Track to Board Level
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MANAGER

£35-40K package + car West Midlands

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From the start, you'll take overall responsibility for a £10m new product development portfolio. Although reporting to the Engineering Director, much of your time will be spent developing strategic ideas liaising closely with the marketing function.

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This key role provides an outstanding opportunity for you to fulfil your potential and achieve a Board position within 3-5 years.

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EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

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IT Systems Solutions

Our success to date and indeed in the future hinges on the quality of our consulting, software development, customisation, packaging and customer support.

To underpin future strategy we now need to identify a capable Manager who will take full responsibility for the development of software applications and products and will drive forward a service delivery programme which will meet our quality and revenue objectives. Reporting into this position will be a number of key functional areas including consultancy software development, pre and post-sales customer support, indirect channel support and a hot line facility. Whilst service delivery is of paramount importance, the role will also call for experience of hardware and software configuration together with the generation of pricing proposals and bids.

You will most likely be in your mid 30s and can demonstrate a successful track record in clearly meeting revenue, budget and quality objectives within a structured software support and services organisation. It goes without saying that you will be highly motivated, disciplined, innovative and an initiator who is capable of working with a high degree of autonomy. Both your leadership and interpersonal qualities enable you to interact comfortably at Board level and your broad experience of systems development will have seen you working also within a systems integration environment. Of particular interest would be an in-depth knowledge of one of the major 4GL/DBMS product environments, general accounting systems and practical experience of systems methodologies and project management tools.

If you are a strong leader able to engender staff loyalties and demonstrate a 'can do' attitude please send your CV to Bruce Wedderburn at Temple Court, Hurley, Berkshire, SL6 5LT.

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CHIEF CHARITY COMMISSIONER

UP TO £59,000

CENTRAL LONDON

Applications are sought for the post of Chief Charity Commissioner based in London. The Commissioner's role is likely to be enhanced following passage of the Charities Bill currently before Parliament, and the successful applicant will be expected to play a major part in developing this and in any reshaping of the Commission.

The Chief Commissioner is the senior full-time member of staff of the Commission and, with the other Commissioners, is responsible to the Home Secretary for its policy, management and efficiency. With them, the postholder exercises a quasi-judicial role in applying all aspects of charity law. The Chief Charity Commissioner is the Accounting Officer for the Parliamentary Vote (currently some £22m) and has ultimate responsibility for all financial and personnel matters relating to approximately 600 staff.

The post demands a high level of personal, financial and managerial skills. The successful applicant will be an adaptable and vigorous manager with a

successful record of administration and maximising value for money, preferably with knowledge of public finance. The person appointed will be expected to play an active part in public discussion of charity matters, to work well with the media and people active in charities. Experience of dealing with legal matters would be an advantage.

The successful candidate will be expected to take up the appointment as soon as possible after 1 April 1992. The appointment will be on a contract basis for five years, with the possibility of extension or conversion to a permanent appointment at the end of the contract. Normal retirement age is 60. Salary will be up to £59,000.

For further information and an application form (to be returned by 28 February 1992), write to Recruitment & Assessment Services, Alencon Link, Basingstoke, Hants RG21 1JB or telephone Basingstoke (0256) 468551. Please quote ref: C92/1495. The Charity Commission is an equal opportunity employer.



Cardiff £21,000 + Car Marketing Executive

Our client is an autonomous and growing member of a major UK banking and finance Group. Its marketing thrust now calls for the recruitment of a young marketing professional who will report directly to the Deputy General Manager concerned, help implement the Marketing Plan, monitor marketing activity and help ensure targets are met and opportunities seized.

The chosen candidate is likely to be a business graduate aged mid 20's who can demonstrate successful sales and marketing experience in a very competitive environment. A history in financial services, whilst very helpful, is not vital.

For the persuasive young performer with the awareness and drive we seek, there will be ample opportunity to grow both with and within the organisation, and indeed to broaden experience of financial products. A benefits package typical of a major bank will be payable.

Letters of application, together with C.V., salary progression and any other relevant data, should be sent without delay to the Managing Director, Performance Management Limited, 3rd Floor, Waterloo House, 20 Waterloo Street, Birmingham B2 5TF quoting reference P163.

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SALES & MARKETING MANAGER

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to reach us no later than February 29, 1992. Shortlisted candidates will be interviewed in London in early April.

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Management

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SEARCH & SELECTION

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The Art of Entertainment

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Richmond, Surrey

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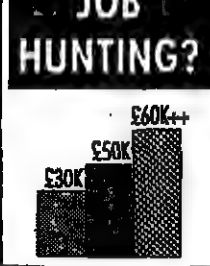
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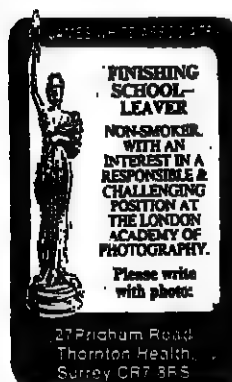
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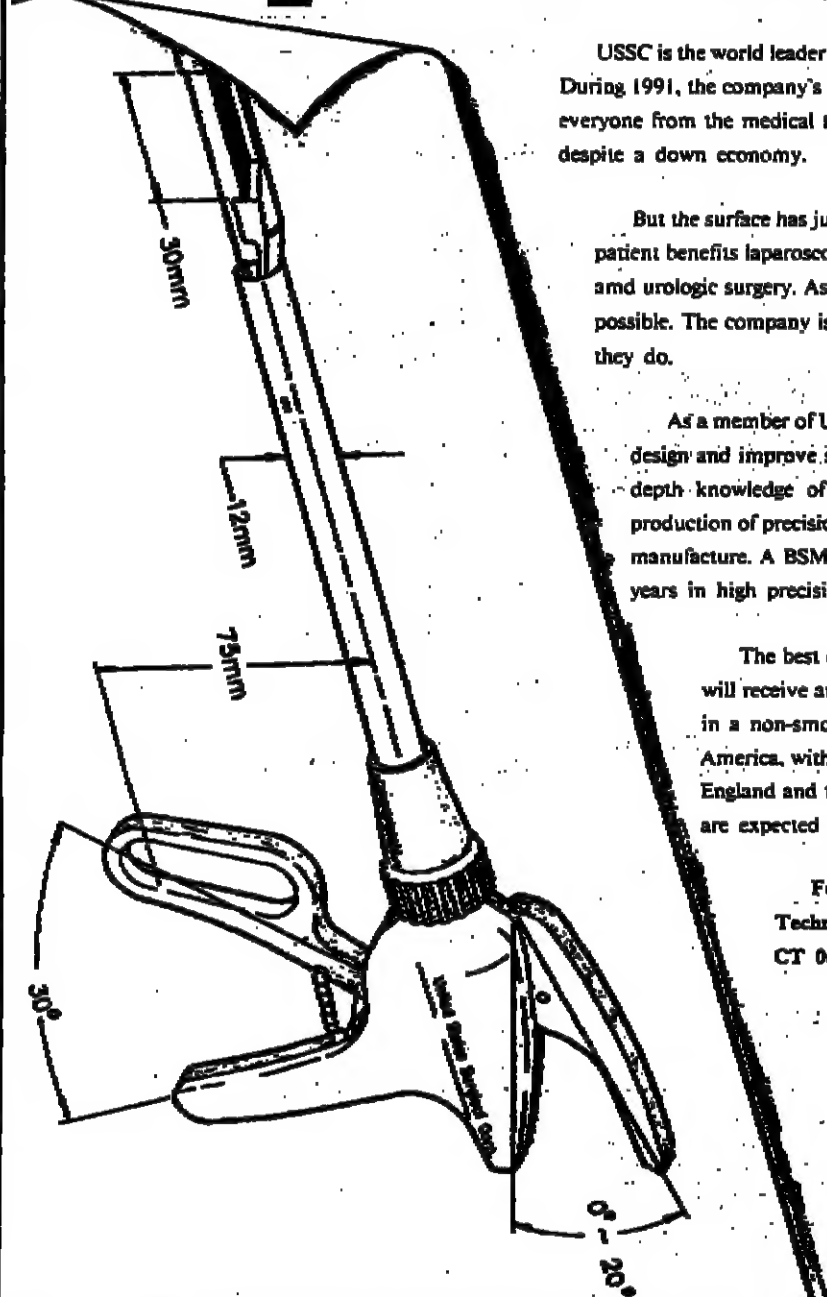
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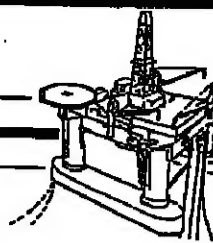
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Reckoning for accountants

One of the safest professions is suffering from redundancies in the present recession. Benedict Milne looks at the causes

A new three-lettered abbreviation is being used in leading accountancy firms. The letters are ETL, standing for "Encouraged To Leave". ETLs are usually qualified employees who would once have left the austere atmosphere of the private practice for industry. Now industry is making do with the accountants it already has, and there is a build-up of qualified accountants in the big five firms.

Not all firms, however, leave it at encouragement. Some partners have started wide-scale redundancies to remove the backlog. Every one of the big five accountancy firms has had to make cuts. Some have publicly announced a redundancy programme, others prefer piecemeal redundancies, one at a time, to keep out of the headlines and to ensure that the news does not travel far inside the firm.

The profession's woes stem from wider industry retrenchment. Accountants have expanded their

services to British companies as part of the financial services revolution, but many of these services are no longer needed.

For example, few industrial companies are contemplating expansion, so there is little need for accountants specialising in areas such as takeovers, share issues and mergers. A senior partner says: "Our clients are not doing it, so we cannot provide the service."

The unwelcome result is that accountants in industry are being driven back into private practice. "There has been a negative leaving rate," says Dick Shervington, a partner at Price Waterhouse. "We have had people who left the firm wanting to come back."

Tax and audit work is less badly hit than most areas, but accountancy firms are filling vacancies by redistributing staff rather than by recruiting. Although Mr Shervington expects to see a growth in tax practice during the next year, his firm intends to take on only about 50 experienced tax consul-

ants this year, less than half the number recruited last year.

The one area of growth is insolvency and corporate reconstruction. However, even if this continued growing fast, the work it would create for insolvency specialists is not nearly enough to cover the loss of transaction business through the increase in company failures.

In past recessions, accountancy firms reacted by recruiting fewer trainees, but then they lacked qualified talent a few years later when the climate improved. In the present recession, for the first time, firms have cut qualified staff heavily, including senior people and even partners.

As a result, Sanders & Sidney, the outplacement consultancy, has dealt with accountancy redundancies, virtually for the first time. Derek Edwards, the managing director, says that until two years ago accountants would never have come near his firm but now they are queuing up. "There is a level of



TONY McSWINEY

management that is particularly vulnerable, just below board level, where jobs can be delegated up or down," Mr Edwards says. In the past year, Sanders & Sidney has dealt with so many redundant accountants at this level that it has set up a mutual assistance group.

Redundant accountants are still finding work relatively quickly, usually within three months, Mr Edwards says. However, whereas a year ago they could have found better paid jobs than the ones they left, the difference in pay between the new and old jobs now is usually minimal.

Optimistic recruiting in the late

1980s is partly to blame for the present weeding-out of staff, Mr Shervington says. "With hindsight," he says, "we probably recruited rather more people in the late 1980s and more in 1990, than we actually needed in 1991. What we are seeing now is an adjustment."

Recruitment grew between 25 and 30 per cent a year in the late 1980s until this year, when it stopped altogether. Salaries on entry have also skidded to a halt. In the large firms, graduate trainees began work this year at

about £12,500, which was last year's starting rate.

Recession may also be the excuse for some timely weeding-out, says John Seear, the head of career recruitment and counselling at the Institute of Chartered Accountants. "Accountants in industry have always lived with the fact of redundancy, but those in public practice have been more cloistered," he says. He claims accountancy firms have become more competitive in the past ten years and are now far more rigorous in appraising and rewarding staff. Ian du Pre, of Coopers & Lybrand Deloitte, agrees. "We were prob-

ably bomb-proof through other recessions," he says, "but we were less commercial and trading on a more gentlemanly lifestyle. Life is not like that any more."

The new caution is likely to persist until next year, even if the economy improves dramatically. Recession has prompted the big five to automate as fast as possible and the view is widespread that efficiency will be best maintained by paying fewer people a larger salary to do more.

Chartered accountants requiring counselling and employment advice can contact John Seear, Chartered Recruitment Services (071-833 3291)

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PROFILES

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BBC 1

- 6.00 **Cee-fax** (31874)
 6.30 **Breakfast News** begins with *Business Breakfast* until 6.55 when Nicholas Witchell and Laurie Mayer present news and topical reports with regular business, sport, weather, regional news and travel bulletins (88811941)
 8.05 **Kilroy**. Robert Kilroy-Silk chairs a studio discussion on a topical subject (4283348) 9.50 **Hot Chefs**. Antony Worrall Thompson prepares some more bistro food (5110226)
 10.00 **News**, regional news and weather (8977139) 10.05 **Playdays** visits Bushbury in Wolverhampton (1723651) 10.25 **Phlegm**. Animated adventures of a clumsy penguin (1) (8970226) 10.35 **No Kidz**. Family quiz game show hosted by Mike Smith with Kate Capstick (5) (5440597)
 11.00 **News**, regional news and weather (7119232) 11.05 **Cashwise**. Gloria Hunniford answers viewers' questions on mortgages and goes in search of the perfect Valentine gift (7337771) 11.30 **People Today** presented by Miriam Stoppard and Adrian Mills. The guests include actress and writer Tessa Dahl (3020808)
 12.20 **Pebble Mill**. Alan Titchmarsh introduces another programme of music and chat (3022232) 12.55 **Regional News** and weather (8015874)
 1.00 **One O'Clock News** and weather (70690) 1.30 **Neighbours**. (Cee-fax) (5) (8021145)
 1.50 **Olympics '92** from Albertville, France. Helen Rollason introduces action in the combined slalom, the men's 10km and the women's 5km Nordic classic competitions, plus a new event - the moguls freestyle slalom (3190587) 2.00 **News**. Snooker and Olympic '92
 3.50 **Merlin and Mischief**. A 13-part musical series presented by Sophie Aldred and Matthew Devitt (8878077) 4.05 **Jackanory**. Helena Bonham-Carter with part four of *The Way to Saffron*, by Philippa Pearce (1) (6302568) 4.20 **The Further Adventures of SuperTed**. Cartoon (1) (959752) 4.30 **Kevlin's Cousins**. The final part of the comedy drama (5) (243537)
 4.55 **Newsround** (201) 5.05 **Blue Peter**. (Cee-fax) (5) (5583348) 5.35 **Neighbours** (1) (Cee-fax) (5) (854313) Northern Ireland: Inside Ulster
 6.00 **Six O'Clock News** with Anna Ford and Andrew Harvey. (Cee-fax) (5) (8021145)
 6.30 **Regional News** (110). Northern Ireland: Neighbours
 7.00 **Top of the Pops** introduced by Steve Anderson and Claudia Simon (5) (3333)



Cause and effect: Dean and Taylor confront Boyd (7.30pm)

- 7.30 **Eastenders**. Wilmo-Brown has to face up to the devastating effect that his actions have had on the lives of Kathy and Pete. (Cee-fax) (5) (394)
 8.00 **Last of the Summer Wine**. More classic comedy about the trio of Yorkshire pensioners. This week they decide to restore an old boat and use it as a water taxi, but Corrie dreams of inviting Norm Batty on board (1). (Cee-fax) (5) (9771)
 8.30 **The Brittas Empire**. Alan in the comedy series starring Chris Barrie as the over-zealous manager of a council's leisure centre. He decides to train his staff in the handling of emergencies while his wife tries to live life without the help of tranquillizers. (Cee-fax) (5) (1706)
 9.00 **Nine O'Clock News** with Martin Lewis. (Cee-fax) (5) (8021145)
 9.30 **Clive James - Postcard from Paris**. Twenty-five years after first discovering the delights of Paris, James returns to meet the type of people he seemed to meet a quarter of a century ago, including writers, models and actresses (1). (Cee-fax) (27060)
 10.20 **Question Time** presented by Peter Sissons from the Queen Elizabeth II Conference Centre in London. The guests are trade unionist Barbara Switzer and MPs Edward Heath, Gerald Kaufman and Jim Wallace (512958). Northern Ireland: Spotlight 10.50
 11.20 **Olympics '92**. Action from the men's figure skating and ice hockey, presented by Helen Rollason (391232) Northern Ireland 11.50-1.05 **Olympics '92**
 12.55 **News** (7741530). Ends at 12.40
 2.00 **The Way Ahead**. John Murray explains April's new benefits for disabled people (1) (3877288). Ends at 2.15

BBC 2

- 6.45 **Open University: Measuring the Earth and the Moon** (8435348). Ends at 7.10
 8.00 **Breakfast News** (2572323) 8.15 **Westminster** (9424313)
 9.00 **Daytime on 2**. Educational programmes
 9.00 **News and weather** (10452042) followed by *You and Me*. Series for four and five-year-olds (1) (7417058)
 2.15 **Advice Shop**. Includes a report from Stoke on the work of the city's Citizens Advice Bureau (7085597)
 3.00 **News and weather** (8848597) followed by *Westminster Live* (5012674) 3.50 **News**, regional news and weather (7623226)
 4.00 **Catchword**. Paul Coo with another round of the game for wordsmiths (333)
 4.30 **Wildlife Geese**. Film clips of colour-changing outcrops, butterfly impostors and Kermitt the killer (1) (435)
 5.00 **Second Sight**. Women first filmed in the 1930s look back at their lives since. In 1988 Clodagh was a Dublin fashion designer, married with three children. Now she has changed her job, country and husband (1) (1329)
 5.30 **Food and Drink** (1) (787). Wales: See Hear!
 6.00 **Olympics Today**. Desmond Lynam introduces action from day six of the Games (30145)
 7.30 **First Sight: A Conflict of Loyalties**. Antonio Hogg reports on the controversial British-based Muslim, Dr Kalim Siddiqui (336). Wales: Redundant: East: Matter of Fact; Midlands: Midlands Report; North: North-east; North-west: Close Up North; South: Southern Eye; South-west: Western Approach; West: Current Account
 8.00 **Roundabout**. A Little Drama and Fast
 9.00 **CHOICE**. Tonight's victims of the recession are George Cazenove and Guy Thompson, two young city brokers who came down with a bang after enjoying large salaries and the good life that they bought. The shock of being made redundant was not so much financial as psychological. Cazenove had insured against losing his job. Thompson recalls: "I had put something aside for a rainy day. But both felt the loss of identity and sense of rejection. As yet another job application proved abortive, Thompson filled his hours writing a novel. It was about a young city broker who suddenly gets the push. Despairing of getting back into the city, Cazenove started a second-hand clothes business. Thompson was finally taken on by a bank but accepts that the good times are over. They tell their stories with a frankness that compels sympathy. (7313). Wales: How Green?
 8.30 **Daylight Robbery**. Repeat of a classic wildlife film about the resourceful grey squirrel and its quest for elusive bird food (1). (Cee-fax) (3945)
 9.00 **At the Heart of Laurie**. Another selection of comedy sketches written by and starring Stephen Fry and Hugh Laurie. (Cee-fax) (5) (7965)



The new Spain: Seville's first armed policewoman (9.30pm)

- 9.30 **Fire in the Blood: Breaking Free**.
 9.40 **CHOICE**. Nowhere has a feminist revolution been longer overdue than in Spain. The latest film in Ian Gibson's excellent series was made in Andalusia and is about a woman who lived in a time of a lifetime of domestic drudgery and subservience. The 40 years of Franco's rule in a culture in which women were taught to be obedient to the church, their husbands and Franco himself. Not for nothing is Seville the home of Don Juan and the factory girl Carmen, whose fate was to be murdered by a jealous lover. Gibson also shows the new Spain, in which women are saying, rather loudly, that they have had enough. He talks to a battered wife who was able to rebuild her life and Seville's first armed policewoman. And he goes boldly into the women's issue which has stirred the greatest emotion and controversy, abortion. (Cee-fax) (272322)
 10.20 **Talking to Myself**. Body Shop supreme Anita Roddick is the subject of a documentary in the City of Interviewing series. (Cee-fax) (708333)
 10.30 **Newsnight** with Jeremy Paxman (39484)
 11.15 **The American Late Show**. Includes a report on the changing image of the former king bond king Michael Milken; and a look at the popularity of *Star Trek* (177619) 11.55 **Weather** (105555)
 12.00 **Open University: The Changing Image of King** (556576). Ends at 12.55am

ITV

- 6.00 **TV-am** (581529)
 9.25 **Keynotes**. Music game for teams (122771) 9.55 **Thames News** (4271888)
 10.00 **The Time... The Place... A topical discussion** chaired by John Stapleton (331807)
 10.40 **This Morning**. Magazine series on family matters hosted by Judy Finnigan and Richard Madeley. Today's edition includes knitting ideas and practical health advice. With national and international news at 10.55 and regional news at 11.55 followed by national weather (384955)
 12.10 **The Riddlers**. Children's puppet series (289037)
 12.30 **News** with John Suchet. (Oracle) Weather (8745955) 1.10 **Thames News** (5378058)
 1.20 **Home and Away**. Australian family drama serial. (Oracle) (9757477) 1.50 **A Country Practice**. Medical drama serial set in the Australian outback (5295451)
 2.20 **TV Weekly**. Anne Diamond looks behind the scenes of popular ITV Channel 4 programmes (80417459) 2.30 **Take the High Road**. Soap set in the Highlands (568553)
 3.15 **ITN News headlines** (8821874) 3.20 **Thames News headlines** (8828787) 3.25 **The Young Doctors**. Medical drama serial set in an Australian city hospital (6261226)
 3.55 **Toucan Teca**. Animated adventures (1) (7619023) 4.05 **Runaway Bay**. Adventure serial set on the Caribbean island of Montserrat (5) (885435) 4.35 **Dangerous**. Animated adventures of a secret agent resident. With the voices of David Jason and Terry Scott. (Oracle) (1) (237226) 5.00 **Cartoon** featuring Porky Pig (1) (771232)
 5.10 **Blockbusters**. General knowledge quiz game for teenagers, presented by Bob Holness (557977)
 5.40 **News** with Fiona Armstrong. (Oracle) (280484)
 5.55 **Thames News**. The work of community health councils (394023)
 6.00 **Home and Away** (1). (Oracle) (225)
 6.30 **Thames News**. (Oracle) (706)
 7.00 **Emmerdale**. Soap set in the Yorkshire Dales. (Oracle) (8618)
 7.30 **Fresh Fields**. Last programme of the cosy sitcom starring Anton Rodgers and Julia McKenzie (1) (880)



Shout! Brough Gallagher with Andrew Mackintosh (8.00pm)

- 8.00 **The Bill: Somebody Special**. DS Grog (Andrew Mackintosh) tries to recruit a hardened thief as an informer. She is played by Brough Gallagher, who appeared in Alan Parker's film *The Commitments*. (Oracle) (1138)
 8.30 **This Week: Mortgage Fraud**. As the building societies put the squeeze on thousands of home owners, this week reveals how the same societies hand out millions of pounds to mortgage crooks without doing basic financial checks. (Oracle) (8674)
 9.00 **Taggart**. The conclusion of a three-part story starring Mark McManus as the dour Glasgow detective. (6771)
 10.00 **News at Ten** with Alastair Stewart and Julia Somerville. (Oracle) (1) (8618)
 10.40 **Prisoner: Cell Block H**. Drama serial set in an Australian women's remand centre (82232)
 11.30 **01**. The arts and entertainment guide includes a review of Barton Fink, the new film from Joel and Ethan Cohen, and an interview with its star John Turturro. (50394)
 12.00 **A Problem Ahead**. Viewers' emotional problems discussed by experts (5742)
 12.30am **Alfred Hitchcock Presents: In the Driver's Seat**. A disabled former racing driver turns to murder (38462)
 1.00 **Fine: The Gendarme Goes Stale** (1967) starring Louis de Funès as the ineffectual gendarme in another of the series of comedies set in France. Directed by Jean Girault (8654)
 3.00 **The Truth About Women**. Ely Pollard chairs a discussion on divorce between Polly Toynbee, Polly Davlin and Simi Bedford (31808)
 3.30 **Murphy's Law**. Lighthearted drama starring George Segal as an insurance investigator (1) (67195)
 4.30 **Amateur's Top** (1) (5) (32337)
 5.00 **VideoWeekend** (1) (25858)
 5.30 **ITN Morning News** (58191). Ends at 6.00

CHANNEL 4

- 6.00 **Channel 4 Daily** (9409771)
 9.25 **Schools** (94613313)
 12.00 **The Parliament Programme** presented by Nicholas Owen (84232)
 12.30 **Business Daily**. The latest news from the world's money markets (30555)
 1.00 **Scene Street**. Pre-school learning series (28110)
 2.00 **Film: The Gang's All Here** (1943). Engaging Busby Berkeley musical starring Alice Faye as a showgirl who falls for a second world war serviceman engaged to another woman. With Carmen Miranda and Benny Goodman and his orchestra (597058)
 3.55 **Success**. Animation from Hungary (878038)
 4.00 **Time to Talk**. Lesley Judd talks to Dublin-born Roman Catholic Dr Mary Hall who served as a nun in Pakistan and now works in this country with people of other faiths (619)
 4.30 **Countdown**. Richard Whitley with another round of the words and numbers game (1) (503)
 5.00 **The Oprah Winfrey Show**. Oprah plays Cilla as soap stars introduce single colleagues to potential partners (7710226)
 5.55 **Laurel and Hardy**. Animation (328655)
 6.00 **The Crystal Maze**. Six young brave contestants enter the four adventure time zones, led by Richard O'Brien (1) (11874)
 7.00 **Channel Four News** with Jon Snow and Zelnah Badawi. (Teletext) Weather (483394)
 7.50 **Comment** (775416)
 8.00 **CHOICE**. The public access programme has settled in well as a rival to the BBC's Open Space, though it can suffer from trying to cram too much in. Each of tonight's two main items could have justified half an hour to itself. One is a plea by squatters in Oxfordshire for the licensing of unoccupied properties. They argue that it is better to allow squatting on a regulated basis than let buildings stand empty and become targets for vandals. The plea does not commend itself to Phyllis Starkey, Labour leader of Oxford city council. But the case is persuasively put in a film of style and imagination which also challenges the government's proposal to make squatting a criminal offence. The second film is by a refugee from the Tiananmen Square massacre, who claims that he and other dissidents are being harassed by the Chinese authorities in Britain (2481)
 8.30 **Video Review Big Night Out**. Comedy sketches featuring Reeves and his partner Bob Mortimer (1) (5) (4418)
 9.00 **The Germans**. The third of a four-part series looking at the country which in population and economic strength is set to dominate the 1992 single European market. (Teletext) (1) (4313)



Social awakening: convent schoolgirl Kym Wilson, left (10.00pm)

- 10.00 **Brides of Christ**. Episode four of the six-part drama set in a Sydney convent during the 1890s. Rebellious Rosemary's budding sexuality is aroused after Sister Agnes clarifies the facts of life in a graphic lecture. Starring Kym Wilson and Brenda Fricker. (Teletext) (1) (1072555)
 11.05 **Just For Laughs**. More from the Montreal International Comedy Festival introduced by Clive Anderson. Among those taking part are the Edinburgh Festival's Penner award-winner Sam Hughes and Frank Skinner (1) (324400)
 11.30 **Russian Music**. The third of a ten-part series exploring musical developments in the former Soviet Union underground (748225)
 12.05am **Life Night Love: Affair of the Heart**. A programme exploring the rich symbolism of the human heart (1). (Teletext) (392882)
 1.05 **The Street**. American police drama series (783269). Ends at 1.30

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SATellite

- SKY ONE**
 6.00 **The A-Z of the Sky** (2701787) 8.40 **News** (802466) 9.55 **Playdays** (848249) 10.10 **Cartoon** (848249) 10.30 **The New Years 8 to 9** (7413) 10.30 **Maude** (82394) 10.30 **The Young Doctors** (84747) 11.00 **The Bill** and the *Bill* (84747) 11.30 **The Young and the Restless** (80226) 12.30 **Barney Jones** (70203) 1.00 **Another World** (80226) 1.30 **Santa Barbara** (80226) 2.00 **24 Hours** (80226) 2.30 **24 Hours** (80226) 3.00 **24 Hours** (80226) 3.30 **24 Hours** (80226) 4.00 **24 Hours** (80226) 4.30 **24 Hours** (80226) 5.00 **24 Hours** (80226) 5.30 **24 Hours** (80226) 6.00 **24 Hours** (80226) 6.30 **24 Hours** (80226) 7.00 **24 Hours** (80226) 7.30 **24 Hours** (80226) 8.00 **24 Hours** (80226) 8.30 **24 Hours** (80226) 9.00 **24 Hours** (80226) 9.30 **24 Hours** (80226) 10.00 **24 Hours** (80226) 10.30 **24 Hours** (80226) 11.00 **24 Hours** (80226) 11.30 **24 Hours** (80226) 12.00 **24 Hours** (80226) 12.30 **24 Hours** (80226) 1.00 **24 Hours** (80226) 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